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JOHN CHARLES MAY'S

COMMERCIAL-LETTERS

ACCORDING TO

PROFESSOR GELLERT'S RVLES.

TRANSLATED FROM THE LAST GERMAN EDITION.

BY CAPT. J. G. SMITH, ESQ. B. A.

EIGENTHUM DES

BREMEN

PRINTED FOR JOHN HENRY CRAMER

1768.

FELLER'S
COMMERCIAL

TO THE WORSHIPFUL

AND MOST LAUDABLE

COLLEGE

OF ALDERMEN,

IN THE OPULENT AND IMPERIAL

FREE CITY OF BREMEN.

THE CLA OF BREMEN

IN THE OLDFIELD AND FIELDING

OF VIRGINIA

COFFEE

AND MOST FASHIONABLE

TO THE HOUSEHOLD OF

WORTHY GENTLEMEN,

This volume of Commercial-letters can be addressed to none, so properly as to you, who are, and always have been the support and defenders of trade, and from whom it has received so many and signal obligations; to Gentlemen whose actions speak how greatly they have the welfare of trade and navigation at heart; of Gentlemen who have, during so long a course of years, presided with

the greateſt dignity, in your auguſt *Shuting*, the Palladium of this city's happy commercial conſtitution.

To enumerate your great and good qualities, I know would offend; ſhall therefore content myſelf by demonſtrating, that the nature and origin of trade, is the baſis of civil ſociety, the great ſupport of arts and ſciences, the true foundation of liberty, the parent of induſtry and elegance, and eſſentially neceſſary to national happineſs.

The nature of man, as it gives him a ſtrong feeling of indigence, ſo it affords him alſo the lights neceſſary to

avoid it, and hence arose the first notions of trafic. For when it was perceived, that one family could not live so well without the assistance of another, they even in the earliest ages began to trade, in the easy and natural way of barter.

By degrees, as improvements were made, and reason exerted itself in adding daily to the conveniences of life, trade also began to wear quite another face. Instead of going from house to house, to settle these necessary exchanges, common places of meeting were appointed, and thus *markets* were introduced. At first bare *com-*

modities were exchanged, which introduced *weights* and *measures.*

One of the first, and indeed one of the most material discoveries, that was made in the new art, and which appears to have been made very early, was the necessity of a *common measure,* or *standard,* for regulating the value of all kinds of commodities and manufactures. It was found inconvenient to carry some things to market; those who had goods to exchange, were not always able to find such as had the things they wanted, and perhaps when they were found, they had no occasion for the things offered. To

free themſelves from theſe difficulties, men were obliged to fix upon ſome what, that ſhould be eſteemed in juſt proportions, an equivalent for commodities or manufactures, of any kind; and this was the riſe of *money*. There was no need of its having any intrinſic value, for it was ſufficient that common conſent gave it that kind of courſe from hand to hand, which is ſo well expreſſed by our common term *currency*.

It is alſo to be obſerved that ſilver paſſed by weight, till civil ſocieties were reduced into perfect order, that is to ſay, till governments were ſett-

led; for without the ſanction of civil authority, that kind of ſtamp, which converted ſilver into coin, could not have been had. Hence coin became to be one of the prerogatives of ſupreme power.

It is a point as yet undecided by the learned, to what nation the invention and firſt uſe of *commerce* belonged; ſome attribute it to one people, ſome to another, for reaſons that are too long to be diſcuſſed here. But after mature reflection, I muſt confeſs it ſeems moſt probable to me, that the inhabitants of *Arabia* were thoſe that firſt made long voyages. It muſt be allowed, that no

country

country was so happily seated for this purpose, as that which they inhabited, being a peninsula, washed on three sides, by the three famous seas, the *Arabian*, *Indian*, and *Persian*. It is also certain that it was very early inhabited; and the first notice of any considerable trade, refers it to the *Ishmaelites*, who were settled in the higher parts of *Arabia*. To them *Joseph* was sold by his brethren, when they were going down with their camels to *Egypt*, with *spicery*, *balm*, and *myrrh*. Certain it is that their *camels* and *caravans*, testify an inland trade; and it must be also allowed, that *balm* and *myrrh* were the

commodities of that country. But whence had they the *ſpicery?* Or how came *Arabia* to be famous in ancient times for *ſpices?* Or whence proceeded that miſtake of ſo many great authors of antiquity, that ſpices actually grew there? Moſt certainly, becauſe that people dealt in them, the firſt of any nation we know of. *Strabo*, and many other good authors aſſure us, that in ſucceding times, they were very great traders; they tell us particularly what ports they had, what prodigious magazines they kept, of the richeſt kinds of goods; what wonderful wealth they obtained; in what prodigious

magni-

magnificence they lived; and into what excesses they fell, in respect to their expences for carving, building, and statues. All this shews that they were very great traders; and it also shews, that they traded to the *East-Indies*, for from thence only, they could have their *spices*, their rich *gums*, their *sweet-scented woods*, and their *ivory*, all which is expressly said, that they had in the greatest abundance.

We find in the records of antiquity, no nation celebrated more early for carrying all arts to perfection than the inhabitants of *Egypt*; and it is certain also, that no art was there cultivated

more

more early, with more aſſiduity, or with greater ſucceſs than trade. It appears from the foregoing inſtance, that the richeſt commodities were carried thither by land; and it is no leſs certain, that the moſt valuable manufactures were invented and brought to perfection there, many ages before they were thought of in other countries. It was by ſuch methods, by a wiſe and well regulated government, and by promoting a ſpirit of induſtry amongſt the people, that the ancient *Egyptians* became ſo numerous, ſo rich, ſo powerful; and that their country for large cities, magnificent

ſtructu-

ſtructures, and perpetual abundance, became the glory and wonder of the old world.

The *Phænicians*, tho' they poſſeſſed but a narrow ſlip of the coaſt of *Aſia*, and were ſurrounded by nations ſo powerful, and ſo warlike, that they were never able to extend themſelves on that ſide, became famous, by erecting the firſt *naval power* that makes any figure in hiſtory, and for the raiſing of which, they took the moſt prudent and effectual meaſures, which raiſed them to that pitch, that they were no leſs remarkable for their ſtrength, than conſiderable for their

con-

conveniency, and ſo attentive to whatever might contribute to the increaſe of their power, that they were not more admired for the *vaſt advantages* they derived from their *commerce*, than they were *formidable* by their *fleets* and *armies*. They were likewiſe celebrated by antiquity, as the inventors of *arithmetic* and *aſtronomy*. We learn from the ſcriptures how advantageous their friendſhip and alliance became to the two great kings of *Iſrael*, *David* and *Solomon*; and we ſee by the application of the latter for architects and artiſt to *Hiram* king of *Tyre*, to what a prodigious height they

they had carried manufactures of every kind. And for being the firſt who ſailed to *Tyre* and *Sidon*.

It is very certain that *Solomon* made uſe of their aſſiſtance in equipping his fleets at *Elath* and *Ezion Geber*. Theſe ports were moſt commodiously ſituated on the *Arabian* gulph, and from thence his veſſels, manned chiefly by *Phœnicians*, ſailed to *Ophir* and *Tharſis*, wherever thoſe places were; probably both ſailed in the *Eaſt-Indies*. By this adventurous navigation, he brought curioſities into his country, not only unſeen, but unheard of before, and riches in ſuch abundance, that, as the

ſcripture finely expreſſes it, *He made ſilver in* Jeruſalem *as ſtones, and cedar-trees as ſycamores that grew in the plains.* The metaphor is very bold and emphatical; but when we conſider that it is recorded in this hiſtory, that the return of one voyage only to *Ophir*, produced 450 talents of gold, i. e. L 2, 463, 750:- or there abouts, we cannot doubt of the immenſe profit that accrued from this commerce.

The whole trade of the Univerſe became then, as it were, the patrimony of the *Phænicians* and the *Egyptians*. The latter monopolized that of the *Indies*, and together with her corn and manu-

manufactures, brought such a prodigious balance of wealth continually into the country, as enabled the ancient monarchs of *Egypt* to compass all those memorable works, that in spite of time and barbarious conquerors, remain the monuments of their wisdom and power, and are like to remain so, as long as the world subsists.

The Views of the Macedonian prince were beyond comparison more extensive than his conquests; and whoever considers *Alexander's* plan of power, will think him more a politician than a conqueror. He framed in his own mind an idea of universal monarchy,

which it was indeed impoſſible for him to accompliſh; but the very notion of it, does him far greater honour than all his victories.

While *Tyre* was in the height of her glory, and had no rival in the empire of the ſea, founded her noble colony of *Carthage* on the coaſt of Africa. About this time the *Romans* began to grow jealous of their naval power, and it coſt them *two* obſtinate wars of 40. years continuance to humble. When ſhe was at length deſtroyed, her very ruins were majeſtic; for at the beginning of the *third* Punic war, this city contained 700,000 inhabitants alone,

and

and had 300 cities in *Africa* under her dominion. Such was the empire of *Carthage*, raiſed entirely by *commerce*, and to which, if ſhe had been content to have applied herſelf with the ſame ſteadineſs in her higheſt proſperity, as in her early beginnings, there is no doubt ſhe had preſerved her *freedom* much longer than ſhe did; for as thrift and diligence, and good faith, are the pillars of a commercial ſtate, ſo when theſe are once ſhaken, it is not only natural that ſhe ſhould decline, but unavoidable alſo. Reaſon teaches us this, and we are taught it too, by the example of *Carthage*!

The *Ptolemies*, who were the ſucceſſors of *Alexander* in Egypt, entered deeply into that *Hero's* ſcheme, and reaped the benefit of his wiſe eſtabliſhment. *Ptolemy Philadelphus*, by encouraging trade, made his ſubjects immenſely rich, and himſelf inexpreſſibly powerful. In his time *Alexandria* appeared in pomp and ſplendor, ſhe owed her birth to *Alexander*, but it was *Ptolemy* who raiſed her to that *magnificence*, that ages could not deface. We may gueſs at her glory, by what we are told was the produce of her cuſtoms, which fell little ſhort of 12,000,000, of rixdollars annually.

After

After the fall of ſuch remarkable places, under the barbarous power, of the *Arabs.* When the *Roman* empire was overrun by *Barbarians*, and arts and ſciences ſunk with that power which had cultivated and protected them, *commerce* alſo viſibly declined, or, to ſpeak with greater propriety, was overwhelmed and loſt.

At the ſame time that *Venice* roſe, as it were out of the ſea, another republick was erected on the coaſt of Italy. Thus commerce not only raiſed *Venice* the rich, on one ſhore, but alſo erected *Genoa* the proud on the other.

But to come to another part of the

world. In the middle age of the *German* empire, i. e. about the middle of the 13th century, there was formed a confederacy of many maritime cities. This confederacy regarded commerce only. They had their laws, their ordinances and their judgements, which were obſerved with the ſame reſpect as the maritime Code of the Rhodians. The *Teutonic Hanſe* grew in a ſhort time to ſo high a rank in power and authority, by the immenſe riches it acquired, that princes themſelves rendered it a ſincere homage from principles of eſteem and admiration. At laſt princes were aware of the dangers, that ſuch

a leage

a leage might produce, which in a few words, were the cauſes of the gradual declention of the *Hanſeatic-alliance*, which, however, is not totally diſſolved at this day. The cities of Lubeck, Bremen and Hamburg, maintaining ſufficient marks of that ſplendour and dignity, with which this confederacy was once adorned.

It is alone by trade and commerce, that *England*, and the *United Provinces*, owe their freedom, their power and their wealth. Their diſtreſſes taught them the neceſſity of eſtabliſhing a moderate and equal government; the mildneſs of that government, and the

bleſſings which it procured to its ſub-
jects, raiſed their number, and elevated
their hopes. The conſequence became
quickly viſible, and in a ſhort ſpace of
time amazing both to friends and
enemies; every fiſhing village im-
proved into a trading town; their little
towns grew up into large and magnifi-
cent cities; and in leſs than half a cen-
tury, the diſtreſſed ſtates of *Holland*
became high and mighty.

Thus GENTLEMEN kingdoms, ſtates,
and cities grow powerful and magna-
nimous, where trade and commerce
flouriſh; which YOU have the honour
to defend, and maintain againſt all kind

of

of uſurpation, violence or oppreſſion, whether domeſtic or foreign. Thus YOU ſee, what trade was, what it is, and what it might be. May the giver of all good things, to whoſe gracious diſpoſition we owe ſo much, incline YOU to a grateful ſenſe of His goodneſs, and teach YOU to make a right uſe of the numberleſs advantages He has put in YOUR power! And may it be the ſtudy of this riſing generation, eſpecially thoſe who are to be YOUR ſucceſſors, to proſecute whatever their wiſe anceſtors have begun, to amend their errors, and to exceed their endeavours, that thereby this city may

remain

remain a rich, a powerful, and a happy people!

GENTLEMEN, being convinced of the acceptableneſs of this deſign, thence I offer it GENTLEMEN, with a heart full of eſteem, love and gratitude, as the beſt pledge of my ſincere attachment I can preſent YOU with.

GENTLEMEN

Your moſt humble

ſervant

George Smith.

THE TRANSLATOR'S

PREFACE.

The importance of writing letters with propriety and exactneſs, juſtly claimes to be conſidered with care, ſince next to the power of pleaſing with one's preſence, every man wou'd wiſh to be able to give delight at a diſtance. This great art ſhou'd be diligently taught the rather, becauſe of thoſe letters which are moſt uſeful, and by which the general buſineſs of life is tranſacted, there are no examples eaſily

to be found. It ſeems the general fault of thoſe who undertake this part of education, that they propoſe for the exerciſe of their ſcholars, occaſions which rarely happen; ſuch as congratulations and condolances, and neglect thoſe without which life cannot proceed. It is poſſible to paſs many years without the neceſſity of writing panegyrics or epithalamiums; but every man has frequent occaſion to ſtate a contract, or demand a debt, or make a narrative of ſome minute incidents of common life. On theſe ſubjects therefore young perſons ſhould be taught to think juſtly, and write clearly, neatly, and ſuccinctly, leſt they enter into the

world

world without any acquaintance with common affairs, and ſtand idle ſpectators of mankind, in expectation that ſome great event will give them an opportunity to excert their rhetoric.

The translation of theſe letters were undertaken for private uſe, and without any deſign of being made public; tho' the familiar ſtile, wherein the author has ſo well ſucceeded, and the great approbation the manuſcript met from ſeveral young and eminent merchants of this city of Bremen, who are great admirers and proficients of the Engliſh language; perſuaded me to reſign them to public uſe.

In affairs of buſineſs, the language ſhould be ſo natural, that the thoughts may ſeem to have been conceived in the very words they expreſs them in; and the ſentiments to have ſprung up naturally like the lillies of the field, in greater beauty than the pride of human invention, cou'd have arrayed them in.

I ſhall conclude this little eſſay with wiſhing, that the public may reap, at leaſt, ſome fruits from the pains I have taken; which will amply reward one who makes a great piece of merit of it to himſelf, when he can be of any ſervice to the public in general.

THE

THE INTRODUCTION.

We live in the moſt proſperous days, where arts and ſciences mount to the very ſummit of perfection. Each endeavour to improve his own, and to make them more uſeful, and more agreeable. Some propoſe utility, others pleaſure thereby. The firſt deſerve undoubtedly more eſteem, than the latter; the laſt are without the firſt a dead body, which without uſefulneſs, is unactive.

Commerce is without diſpute the baſis of a ſtate. Its grouth promotes the appearence and power of the great, and the happineſs of the inhabitants. By wliich whole companies, and private perſons, mount to the greateſt of earthly bleſſings. The preference which one country has before an other, is thereby communicated. The diſcovery of foreign lands have been owing to trade. Its ſhiping traverſe the remoteſt ſeas; and by which manufactures and all kind of traffick flouriſh. In ſhort it gives employment and maintenance to the greateſt part of the inhabitants of our globe.

The greateſt commerce is carried on amongſt the abſent. This cannot be done verbally; letters are made uſe of. Theſe muſt ſpeak for us in the moſt diſtant places, buy and ſell, and in general teſtify our intention, our thoughts and meaning, inſtead of ourſelves. This fixes the neceſſity of letters amongſt merchants; from which another immediately follows; which is this. Letters muſt be intelligible; each particular muſt be clearly laid down, and every thing avoided, which

may

may cauſe a misintelligence. Every one knows how much is depending on a merchant's letter being perſpicuous.

Commerce being ſo uſeful to mankind; conſequently deſerving of a better cultivation, to mix the agreeable with the neceſſary part thereof. A well written letter, will contribute much thereto. The learned have been ſeveral years employed, in correcting the German language in general, and in particular the epiſtolary part. Mr. *Gellert* has given us the compleateſt pattern in the familiar way. Several active genius's have follow'd his example with ſucceſs. Muſt the merchants alone imitate an old forced chancery ſtile? Have we no ſhare in the agreeable and purifyed diction? I believe no one will diſpute our right to it. But the method of bringing it into practice is difficult. Every one is not qualify'd to read good writings, with due attention. The diſciples follow their maſters, and a bad method of writing, deſcends from father to ſon. A new collection of letters, is therefore neceſſary.

This is not to be expected from men of learning, who are seldom acquainted with the occurrences of commerce, its investments, aliances and accommodations, or mercantile idioms. No merchant hitherto, has ventured to appear in print; and but few have the requisite method of writing. Besides the most part are occupyed, either with necessary or unnecessary business; and those who can spare time, employ their leasure hours in recreation. Observing this obstacle, I was animated to employ the spare hours from business in compiling a collection of commercial-letters for the press. Not requiring they should be received as a model of *Gellerts* stile; no! more is required thereto. They are only an attempt, to be distinguished from all former collections of mercantile-letters.

This new proposed method in correspondence, obliges me in some measure to call them, *my thoughts on a good taste in commercial-letters.* I hope they will not be found quite useless.

Our young merchants set out, in endeavouring to write a fair hand. By which is not understood an orthographical method

thod of compiling a letter, or the beauty of compoſition, but rather, what is generally called a fine hand writing. As my buſineſs is not that of a ſcrivener, I think it needleſs to mention thoſe rules, in my treatiſe; otherwiſe I ſhould have the ſatisfaction to preſent my readers with the hiſtory of the 102 Monkeys. They are mention'd by *Marperger*, and copy'd by *Bohn*, and the author of the Moral letters, had intended to renew them, on account of their worth. The art of writing a fine hand, belongs to the writing ſchools. My intention is, to illuſtrate the interior parts of a letter, and to give inſtructions, for doing it in the courſe of trade.

Heaven be prais'd! we have no occaſion to burthen ourſelves with the uncouth rules of our anceſtors. *Antecedens*, *connexio*, *amplificatio*, *concluſio*, and ſuch like fetters of more judicious thoughts, are reſigned for inſtructors of ſuch forced methods. We have no rule but this: of writing, as one diſcourſes. If this is done, the letter will be natural, conſequently good.

A letter is nothing elſe but a diſcourſe, intended for an abſent perſon. Hence follows the chief axiom, which is to be obſerved in a letter.

A *diſcourſe* muſt be *intelligible*. The *theſis* muſt not be joined by the prepoſitions, *after*, *ſince*, *becauſe*, *when*, *ifſo*, *viz.* The *thoughts* muſt be repreſented without unneceſſary *circumlocutions*; firſt the moſt *important*, and things of *leſs conſequence at the end.* You are not to begin a diſcourſe with the methodical words: *In wanting the honour of your company, I was reſolved to take the liberty* — or, *this ſewes for, a friendly anſwer, to what you ſaid to me, viz.* All this gibberiſh is uſeleſs in a *diſcourſe*, and I can give no reaſon, why they are uſed in commercial-letters. I will examine all theſe, and eſtabliſh my rules on their antitheſis.

Before I proceed, I muſt get rid of an objection, which may be made againſt my main-point. *If we are to write, as we ſpeak, all letters compos'd by illiterate people, will be the beſt.* This objection is not without ground, though ſubject to limi-

limitation. Every one will allow, that we ought, in the first place, to *think right*, before our thoughts are produced to paper. He who does not *think right*, can not *discourse right*, consequently *write worse*. The first must be supposed, if the last, is to be expected. The following letter will serve to illustrate my thesis, more clearly. The author is no merchant. The common method used in mercantile-letters, is unknown to him, yet, he knows how to explain himself. This is his letter without alteration.

Honoured Sir,

"This is accompanied according to order "with 2 Sacks of wool No. 9. 10. by capt. "— the freight for both sacks is — and "paid here.

"Inclos'd you receive the account, a- "mounting to — pray send it safe.

"It is necessary that goods exported from "hence, be enter'd. The capt. will ac- "quaint you with the amount.

"I should have written you more; if "my head was less infirm. Thank God!

"I am ſo far recovered. Fare well; better "than I do. I aſſure you, that I am always, "your

humble ſervant.

He that ſpeaks well, writes ſo. I think this is a good example towards familiar writing. Though it is ſhort, yet, I judge it long enough, to juſtify my axiom.

If one's meaning is not clearly expreſſed, a miſunderſtanding, trouble, loſs of time and damage, may enſue.

By letters, the moſt important things in trade are transacted. Thence, it is highly neceſſary, to explain ones ſelf as intelligible as poſſible. Unintelligibleneſs has various ſources. It conſiſts firſt, in the uſe of unknown words, or ſuch as are borrowed from foreign languages, which are generally ſpeaking, not known by every one. Here is a liſt of ſuch, as are moſt in rogue. I have joined the German thereto; the letters themſelves, will beſt teſtify, whether we have any occaſion for-ſuch foreign expreſſions.

1. to deſiſt, *or* to leave off.
2. to accept.

3. to adreſs, *or* to ſend.
4. immediately.
5. adminiſtrator.
6. advice.
7. to adviſe.
8. affection.
9. agio.
10. to acknowledge.
11. to animate.
12. arrival.
13. arbiter, *or* arbitrator.
14. to inſure.
15. aſſignment.
16. to aſſign.
17. to atteſt, *or* to teſtify.
18. average, *or* ſea-damage.
19. a bankrupt.
20. to barter.
21. to bonify, *or* to make good.
22. bill, *or* bill-of-exchange.
23. to be bail. to diſcount a bill.
24. to celebrate, *or* ſolemnize.
25. the hand writing.
26. civil.
27. to communicate.
28. to appoint, to order.
29. to appear.

30. to confirm.
31. conſideration.
32. conjuncture.
33. to conſign.
34. current-money, *or* currency.
35. account current.
36. creditor.
37. caſh lent on a note-of-hand.
38. to credit.
39. to make debtor, *or* to charge an account.
40. debtor.
41. to decide.
42. to deduct. to ſubſtract from.
43. to depoſite.
44. an agent, an attorney, one authorized.
45. to deſtine, *or* to appoint, to ordain.
46. difference.
47. delay, *or* hindrance.
48. to doubt.
49. to effect.
50. to avoid.
51. to expedite, to forward.
52. extract.
53. to deliver.
54. to make eaſy, to lighten.
55. invoice, bill-of-parcels.

56. a bankrupt, a failure, a becoming insolvent.
57. advice, kind information.
58. to honour, to accept.
59. this, this month.
60. a mortgage, *or* pawn of goods.
61. importance.
62. impoſt, tax, cuſtom.
63. notcurrent.
64. to indorſe.
65. Intereſt.
66. to judge.
67. extenſive.
68. to juſtify, *or* exculpate.
69. limitted price.
70. to balance, *or* to liquidate.
71. a majority of votes.
72. to merit.
73. to deny.
74. obligation *or* bond.
75. to bind.
76. to obſerve, *or* regard.
77. to obtain.
78. to occur.
79. to offer.
80. opinion.
81. part, *or* portion.

82. paſt,

82. paſt, laſt, former.
83. requeſt, petition, deſire.
84. poſt-ſcript, *or* addition to a letter.
85. to produce, to offer.
86. to tender, to accompliſh.
89. to retrive.
90. firſt of exchange, prima.
91. the firſt.
91. to procure.
92. to prohibit.
93. protection.
94. for the future, henceforth.
95. a prolongation.
96. to atteſt, to certify.
97. to recommend.
98. to refer.
99. to retrive, to make good.
100. to remit.
101. to reſerve.
102. to reſolve.
103. to reviſe, to examine.
104. risque.
105. * way, road, tour.
105. ſalary, wages.
106. to make even, to balance.
107. ſatisfaction.
108. ſecond (bill) exchange.

109. ſingle, only bill.
110. expences, charges.
111. the preſent month.
112. to ſuſpend.
113. term of payment.
114. tranſition, paſſage, thorough-fare.
115. to transport.
116. the drawer (of a bill).
117. to draw (a bill).
118. finally, *or* the laſt.
119. Uſance.
120. value, worth.
121. valid, legal, authentic.
122. to ſell, to diſpoſe of, to negotiate.
123. to confirm, to ratify.
124. at ſight.

By which appears that all theſe words, may be as briefly expreſt in German. We muſt ſuppoſe our native language to be very poor, on account of our having recourſe to foreign words, to help us out. We are willing to beautify it, and inſtead of that, we make it nauſeous and unintelligible. Did we but leave it naturally, and without ornament! It is of itſelf rich and beautiful enough, if we did but underſtand it rightly. If we do but avoid theſe

foreign

foreign words, our propoſal would be plain, and underſtood by every German. Our letter writers would ſhun a prolixity, and have no need for a dictionary of to ſhects, to explain their meaning, and ſeem difficult to their learners.

Some foreign words, are indeed ſo well known, as to receive them as already naturalized. Theſe may in ſome meaſure be retain'd, and made uſe of in letters, to avoid the repeating of one and the ſame word, or ſignification.

The *unintelligibleneſs* proceeds further, either from *too short*, *too long*, or *perplexed a conſtruction and theſis*; As for inſtance, I profit ſo much that I'm able to regulate my buſineſs thereby, *to shun the danger etc. Marperger* page 703, which is too ſhort, conſequently not intelligible. It ought to be: *to shun all manner of danger, which may be avoided.*

This may be underſtood, the other not. On p. 294. you 'll find a confus'd ſentence: *could the convoy not be uſed with the gentleman's linen, did it happen etc.* What means this, *a convoy to be uſed with linen?* This is unintelligible. The

author

author probably means: *that your linen could not go with the convoy, was by reason of* etc. In writing this, another example of the same kind, comes into my head. The purport is: *In the* 15*th. of this month, have I drawn* Rthl. 600: — *on A* —

Rthl. 500: — *on B.*

400: — *therefore I find on D-'s account* Rthl. 50 — *and the* Rthl. 350 — *on E are to be noted, written to C-'s order: I desire the same may be honoured; all the three bills, run four weeks date. Stile* 400 — Rthl. *on F which I likewise desire you to honour.* Who is to be booked for the first 1100 Rthl. and last 400 Rthl.? How confused is the first 400 Rthl. placed, as also the time of payment of the bill? Lastly the following letter is a model, of endless period:

Right-honoured,
Nigh distinguished Sir.

I having several times experienced the favour of your friendship, your salubrious advice, and often requested counsel, his

often

often been of infinite ſervice to me, and (as ſuch proceeded from an unintereſted heart) ſhewed me the right way I was to walk, in my unreſolved thoughts; I can proceed no further, here I muſt take breath) having alſo this time (being on the death of my parents driven into a penurious and indigent ſtate, a certain genus vitæ, or honeſt livelihood, cauſes me to chuſe a method, wherein I may ſerve my God, and my neighbour honeſtly — yet in parentheſi? No, now is the time to put the cram-irons on) to lay hold of the pen, and require your opinion thereof; being aſſured, that I ſhall faithfully follow the ſame, and ſo much the more my conſiliis inhærirs.

I muſt ſtop here, otherwiſe I ſhall looſe the end. *Marperger* gives ſuch patterns as theſe, in his *Ready method of commercial-letters. In Heynens* 300. *choice merchant-letters*, in *Cramers* mercantile-letters, and in general, in all compiler's of theſe ſort of letters, which I have had the honour to read, are to be found in abundance. Are theſe calculated to promote taſte in commercial-letters! and of what

uſe,

uſe, are the roman words *genus vitæ, conſilia, conſiliis inhærens*, in a merchants letter! When probably, amongſt ten merchants, nine have not learned ſo much latin, as to underſtand their meaning. They are obliged to gueſs. Hence may eaſily judge wrong. I will make a tryal to translate this letter into our own German language, compare both together, and chuſe the beſt.

(Honoured) Sir!

Several trials of your ſalutary counſels, have convinced me, of your friendſhip. I have obſerved, how diſcreet and unintereſted you are. You have always pointed out to me, the way I ſhould walk; therefore I take the liberty to adreſs myſelf to you.

The death of my parents, obliges me to chuſe ſome method of getting my bread. Pray adviſe me what to do, in order to ſerve God, and my neighbour. Explain your thoughts to me; you know, how gladly, how ardently I am, to follow your counſel, &c.

Let others judge, which ſtile, is the ſafeſt to copy after, when one's thoughts, are conciſe, intelligible, and put down regularly. One may eaſily ſee, how prejudicial it is, to the lovers of brevity, when one's propoſal is filled with uſeleſs conjunctions, parentheſis &c. without end.

This extenſive ſtile, is ſubject to more difficulties. Such a letter, cannot be compiled, without firſt making a plan. Plans or projects of letters, are becoming to no merchant, except in very critical caſes.

It may further be obſerved, that in a counting-houſe, conſiſting of 4. 5. 10, or 12 clerks, at work, it can not always be ſilent. To compile a letter like *Marperger's*, or others of the ſame ſtamp, I muſt have the whole plan in my thoughts; how eaſy it is to be diſperſed in thought, and obliged to draw the plan three or four times over, and laſtly leave out a neceſſary conjunction: my letter is then full of errors, and muſt be written over again. It is quite otherwiſe, if I write in ſhort periods; my plan is always viſible in the lines before me; and can proceed without the leaſt heſitation.

In merchants letters, one's thoughts muſt be produced, without circumlocution; the *moſt important things firſt*, and *thoſe of leſs conſequence laſt*. This is very neceſſary, in long and tedious letters, without which, they will be faint; the reader will be disguſted, in peruſing long and inexpreſſive letters. It often happens, that ſuch a letter, is laid aſide, before half read. Secondly it is to be feared, if the reader's attention is occupied, in the beginning with trifles, the things of conſequence that follow, may be as ſlightly run over, without due attention. Both occurrences may cauſe damage. *Marperger* has been ſo induſtrious, to give us inſtances thereof. I will mention the abridgement of one letter, as I'm ſorry to waſte ſo much paper, on a whole one. I could mention more examples, from others; though I think it more adviſeable to ſtick to him, as his letters give *examples* — pray regard that ſignificant word — *examples of good letters* ought to be. The letter is on the 276th page. The author begins thus. *It is very generous and nobly done, in applying to you, ſince your fabrick*

is known all over. As you use your customers all alike honestly, using but one price, and where none can boast of any preference. You are content with a small profit. You are moderate about the payments; you fix the terms at 6 months, or on getting ready cash you drop $4\frac{2}{3}$ per-cent, &c. One whole page is fill'd with such a beginning. The reader is wearied; these are things of indifference; he grows impatient, reads but half the side, turns over, and finds his expectation at last. This makes a letter faulty. I will new-cast it, and try if it will please better.

Sir,

You honour me with so much confidence, that I can do nothing better, than effect your commands with expedition. I have sent you by carrier — freight 8 Rd. per ship-pound (*)

1. Chest in sear-cloth No. 1. weighing 5 ship-pounds this contains the goods required

(*) One ship-pound is 210 ℔ common weight.

quired. Incloſ'd the invoice for the ſame; pray credit my account for — Rd.

I hope you will be quite content with this trial. The goods are new; beautiful, and of the beſt ſort. I've put you down the loweſt prices, and you ſhall always enjoy the ſame advantages, equal with my other worthy friends. My fabrick is G. L. and in good repute. I ſerve every one diſcreetly, and am content with a ſmall profit.

It is at your own option, how you chuſe to me; preſent-money, with $4\frac{2}{3}$ abatement, or in 6. months full payment; both methods are equal to me.

Farewel! Favour me ſoon with more orders. You will always find, with what equity I ſubſcribe myſelf &c. —

When a letter has this ſtile, one may expect its being read over, without averſion. Every thing the ſeller ſays, in praiſe of his own fabrick, his honeſt uſage, &c. are things of indifference to the buyer. He requires goods; and the forwarding of the ſame, is the chief thing, and ought to be placed at the beginning of a letter. Others of as great conſequence, muſt be ſhort,

and entertaining; eſpecially if ſelf-applauſe, and a recommending of ones own goods: for thereby the averſion is avoided, which is the conſequence of ſuch beginnings.

As no rule is void of exceptions, one may here be uſed. Occaſions may happen, where it would be diſadventageous, to begin with things of the greateſt conſequence. The ſenſibility which one naturally feels, on the account of a great loſs, deprives the ſequel of the letter, of being read with requiſite attention.

Hence it is not improper, when one muſt be the meſſenger of bad news, to let other intelligence go before. The contentment, which may be given to ones friend, will greatly diminiſh the ſorrow, and often prevent a fright. I will explain this by an example. I write to a friend; I refer myſelf to my laſt, in which I mention the arrival of the goods ſent, my intention of ſhiping them to--I add, of having received the diſagreeable news, of his commencing a bankrupt, that his affairs have a bad appearance, and little or nothing to be expected. I therefore had

accept-

accepted the others draught on me Rthl.— only for his own account, expect his remitance, before the draught became due. I ſhould be ſorry, if he loſt any thing by him. But on my hearing this, I have not ſent him the goods, &c. Such a letter muſt needs cauſe a great alteration. This would have been much leſs ſo, when I begin thus. I had, it's true, already mention'd, my intending to ſendthe goods to — which has not been done, on hearing this and that, &c. ſuch a beginning, gives the letter quite another appearance, and will cauſe much leſs uneaſineſs.

The common-method in beginning of letters, and the particular manner of their connection, makes the ſtile low, and disagreeable. Of which the following is an example:

In a friendly anſwer to your very agreeable letter of the 10th hujus; I refer myſelf in the firſt place to my former, and this ſerves to mention my having noted down, to ſhip off no more goods this year to Mr. E. E. and will for the future, keep the coming goods dryer, as alſo the cheſts — ſhall be kept here till further

orders, for your diſpoſition; the cheſt N°. — *is on board Capt.* — *as is my former mention'd, &c.*

Inſtead of that faint and drowſy ſtile, as above, in compyling and joining the different parts ſo badly together, I will change it according to my method. I ſhould have made my begining thus.

In my laſt I mention'd my having ſhipped the cheſts — on board Capt. — ſince which, am favour'd with yours of the 10th inſtant. Agreeable to your order, no more of your goods, ſhall be ſent off this year. The cheſts N°. — with thoſe coming, ſhall remain ſafe in my poſſeſſion, etc. —

I believe I have mention'd every thing mention'd in the other, tho' this is 5. lines ſhorter. It being therefore, not only plainer, but alſo ſhorter.

I likewiſe wiſh to have an improvement, at the end of letters. All thoſe, who are uſed to a certain method, are forced, and frequently bad German. I have declin'd from that method in my letters; I have endeavour'd to make them natural, and more obliging.

I have further banniſhed all the conjunctional-models, out of my letters; as for inſtance. *It's well done that you have credited me — leting me be adviſed of, that — ſaying that be could not conceal them — the ſhip being already half full — not doubting but* — and many more of the ſame ſtamp. It may be obſerved, that a letter will be complete, without them.

It is a prevailing cuſtom amongſt merchants, to refer themſelves, to their former letter, and to mention the date of the letter the anſwer. This is in generally neceſſary; as both ſides may know, if the letters are arriv'd, and it is thereby obſerved, if a letter be loſt, or forgotten to be anſwer'd. I would gladly have this to be done, not in a ſlaviſh manner. I have given free examples thereon, how they are to be begun.

As I was not determin'd to be a complete letter writer, found it noways neceſſary to range them in a claſſical order. Commercial-letters are ſuch without it. It ſeldom happens that a letter treats but of one ſubject. The greateſt part, generally contain various articles; hence, I have

tied myſelf to no regulation. My intention alſo, is not to offer draughts; I only require that a pure ſtile be uſed; to which my examples are ſufficient.

Thoſe judge wrong, who ſuppoſe that the power of friendſhip, did not belong to merchants letters. Probably the old proverb: *Trade admits of no friendſhip*, gave riſe to this opinion, by the old compilers. The meaning may be quite otherwiſe explain'd. Which is this: in trade, a relation ſhall have no advantage before a ſtranger, we deal with. Expreſſions, of tender friendſhip, are always more agreeable. They paſs well enough in letters, through which, we acquaint our correſpondents with marriages, deaths, &c. And, ſhould merchants, who by an agreeable, and uſeful correſpondence of many years, really become friends, not expreſs it, on account of their being merchants? Nevertheleſs, the language of friendſhip is ſubject to various limitations, according to a ſhorter or longer acquaintance with the correſpondent, equality of rank, and other circumſtances.

Pru-

Prudence and reflection, will give the beſt inſtruction here.

The character of a perſon, and the obligations one ſtands under, regulates likewiſe, the expreſſions of ſubmiſion or reſpect, faſhion and friendſhip. On correſponding with people of quality, who reaps profit thereby, or, who by the dint of trade are become merchants; one need not regard ceremony ſo much, as when one had ſomething to requeſt, or wares to ſell them. Such perſons themſelves, have regard to difference, according to the ſtate of affairs. As ſoon as you trade with merchants, humble yourſelf a little, and ſhew them more reſpect as you would do in other caſes. One may aſſert from thence, that according to the preſent regulation, the benefit, and degree of eſteem, one towards another, is fixed, and the regarding of ſuch, merits the character of a politician.

Sometimes larger projects or ſchemes of writing, than common letters are required; which ought to be treated, ſeparately. Such as *Inſtructions*, given to another in law-ſuits, diſputes, &c. Merchants *arbi-*

trements, *powers of attorney*, *Contracts*, *Petitions* etc. In the drawing of which, all poſſible care muſt be taken, leaſt a miſtake ariſe from thence, which a merchant ought, by all means to ſhun.

Should a diſpute, or miſunderſtanding ariſe with a foreigner, which can not be decided by letters, it muſt be put into the hands of a known perſon, reſiding in the ſame place with the adverſary. Since, no ſentence can be given, without firſt being acquainted with the affair; hence an *Inſtruction* ſerves the mediator choſen, to judge better on the diſpute in hand. In this, the merchant becomes a ſmall hiſtorian. An impartial and true account, is to be drawn up, out of the correſponding letters; which muſt begin at the very ſource, deſcribing the whole, to the very day, it was given into the hands of another perſon. When it's put down without the leaſt ornament, it's called a *ſpecies facti*, or *courſe of affairs*; but if an Arbitrement is added, how the mediator is to act, &c. then it is called an *Inſtruction*.

If

If the buſineſs is attended with various difficulties, and hard to be decided, the merchants ſometimes, require an *Arbitrement*, to decide the matter in friendſhip, from that ſentence; or thereby, to have it finiſhed according to law; which if that's the caſe, it's then term'd an *arbitrement*.

The particulars are then ſent to ſome merchants, who write their opinion, at the bottom of the *Arbitrement*; That's the cuſtom; tho' I have ſeen, that abuſes have been made uſe of. To proceed with more certainty, each perſon, ought to write his opinion on a ſeparate piece of paper, and ſigned, and having then as many as is thonght needful, the whole to be copyed by a notary-public, at the bottom of the *Arbitrement*, atteſting the ſame. As then, no favours can be ſhown I have frequently ſeen, ſuch writings ſent firſt, to perſons of the greateſt diſtinction; he writes down his opinion, and the reſt, who generally are unwilling to contradict him, tho' they may think other wiſe, confirm his ſentence, or become conſenters, which would not

have

have happened, if one anothers thoughts had not been known.

Concerning *Arbitrements* in particular, I muſt obſerve, that they ought to be written, without any reſerve, ambiguity or equivocation. Such as are mention'd in the firſt example, marked letter A. B. & Company. Alſo F. C. W. - - - The laſt *Arbitrement* of the firſt arbitrate ſign'd I. C. M. is written as it ought to be, if received as legal, or to be of any real ſervice.

Before one begins to put down one's opinion, the whole ought to be conſider'd with mature deliberation, and each particular conſider'd, even the minuteſt circumſtance, to prevent a falſe ſentence. The buſineſs is of conſequence, and the words or expreſſions, are look'd upon as images of the underſtanding and ability; and how ſenſible it is, to be accuſed of ſuch an error.

Petitions may be uſed on ſeveral occaſions, one is accuſtomed, to get them drawn, either by a notary-public, or petitioner. Happy is he, when ſo unfortunate, to be obliged to lay hold of this

me-

method, to desire help and protection, can be his own advocate! An affair, which belongs to me, can be represented by me, with far more strength and sensibility, as by another, who speaks for me, for the sake of his fee. No other rule, ought to be made use of on these occasions, as, the rule of the heart; which, when possessed thereby, will draw each period, with the livelyest strokes imaginable, and the contrary, by such rhetorical expressions, as are made use of by those persons, who talks for the lucre of money.

Letters-of-attorney, serve to impower one person to act for another, to decide matters in his name, &c. One may easily see, of what importance, such a power-of-attorney is. One must have a good opinion of those, they are given to, as being once done can not be recalled. They are in full force, as soon as sign'd, hence blanks are often given, which is nothing more than signing a piece of white paper so, that the contents requisite, can be written above. On the back of the paper, behind the name: *Blank* letter-of-attor-

ney,

ney, for Mr. N— concerning my demand of Mr. N— Altona the — This indorsement, ſerves only, that the ſign'd paper may ſerve for no other purpoſe. Theſe *Letters of an Attorney*, are uſed the moſt, as they may be written, according to the nature of the affair, and cuſtom of the country.

Contracts, are agreements or bargains, made between two, or more perſons. Grounded on certain conſents and accords, for the maintainance of which, both parties are bound. They vary greatly in their form, according to the intent and meaning of the buſineſs, tho' all of'em muſt have this fundamental rule; that no obligation can be demanded, without a counter-obligation, or legal by the laws of nature: let the obligation be of what circumſtance ſoever. The duty of ſociety is only fulfilled, when each has done that duty, which he was bound to do. When oppoſite lies ceaſes, the continuation of the firſt obligation, can not be expected; unleſs, the one part, inſiſts of making the other ſlaves, which is not allow'd in civilized nations. Neither of

the

the parties can bind the other, in any thing contradictory to the rules of ſociety, ſtate or place.

Large and unexpreſſive prolixity in contracts, are very ſuperfluous; ſhort, expreſſive and plain periods, determine more, than whole pages of copious and thoughtleſs ones, which are eſteem'd by many, tho' frequently ſubject to great unintelligibleneſs. I am not poſitive, whether my examples are compoſ'd ſo, as to be praiſ'd for good contracts.

Obligations or *Bonds*, are engagements, given to thoſe, from whom ſomething is borrow'd. Both creditor and debtor, muſt regard in drawing ſuch a writing, that the agreements be juſtly expreſs'd, partly, if the firſt ſhould be obliged to recover his demand by law, that nothing tending to his ſecurity, be omited, partly, that the debtor be not wrong'd, providing he does not diſcharge the debt, at the appointed time. *Faith and honeſty, without deceit and prejudice &c.* are at preſent unſignificant expreſſions, or at leaſt, they ſeem to be eſteem'd as ſuch; The moſt neceſſary expreſſion in ordinary obliga-

tions, is very poorly expreſs'd: Thence the *Exception non numeratæ pecuniæ* I do aſſuredly hereby renounce, &c. Nobody can prolong an obligation, he having received the value thereof, which is all one to the judge, whether it was in money, or ſomething elſe. Should any one ſign an obligation, without having firſt receiv'd the value, and be ſentenced by law for ſo doing, when all his objections, for not having received the value, would be of no aſſiſtance, which is called opening gates and doors to fraud. It would probably be better, for thoſe who underſtand no latin, to put that period into German. The validity of a period is not bound to language.

Concerning other occaſional merchants writings, I have nothing more to ſay, but that they ought to be according to the preſcribed rules, plain, and in good German. It ſometimes may happen, for the juſtifying a ſentence, that one's obliged to take a period out of a *Corpus juris*, or mention the meaning of a latin author, as then I would have its ſignification to be mention'd in German, that every one might underſtand

ſtand it, becauſe every merchant does not underſtand ſo much latin, as is requiſite thereto. I therefore take upon me to ſay, that *Marperger* and *Bohn's* arbitrements, are not underſtood by one in twenty, though ſuch a writing, ought to be underſtood, both by the learned and illiterate.

This is what I thought neceſſary, for reforming commercial correſpondence. He who is capable to judge of taſte, may from hence obſerve, how indifferent moſt merchantile-letters, and writings are written, and how neceſſary it is to have them correct. I was willing therefore, according to my capacity, to contribute a little, and I will be extreamly glad, if my Labour ſhould pleaſe able merchants.

Concerning *titles* in letters, and other writings, I have ſomething to ſay. It ſometimes happens that a merchant muſt make uſe of them, and therefore ought to be acquainted therewith, if he will not be guilty of ill manners. I really wiſh the ſuperfluous could be left out: *Sir* or at moſt *honour'd Sir*, is ſufficient from one merchant to another. High flown titles,

and words of honour, are of no uſe to ſociety, and quite ſuperfluous in trade.

The French, who for many years, have been renown'd for the moſt civilized people, are entirely ignorant in regard to the titles of honour. Their *Monſieur* ſerves them as far as *Earl*, and *Monſeigneur* from thence to king, and to the king, only uſe the ſingle word *Sire*. How eaſy is it there, to pay every one due reſpect. It is quite otherwiſe with us Germans; for herein, we are far more changeable than the French, whom we otherwiſe account fickle and volatile. The art of addreſſing perſons of diſtinction, and the titles of honour in general, is an unneceſſary evil, which we are obliged to follow, 'till the time of its extirpation. It being uſeful to merchants, I ſuppoſe, it would not be diſagreeable, to treat of the moſt cuſtomary titles on the finiſhing of this preface. I judge it the more neceſſary, as having often ſeen people put to a pinch, on having ſomething to requeſt, from their king or reigning prince, or even to write to a perſon of quality.

I will mention the titles of the greateſt perſonages, begining with that of a king. a)

To a King: *To the King's moſt excellent Majeſty. Sire*, or *May it pleaſe your Majeſty.* To an Emperor: the title of *Invincible* is always added. The further adreſs is: *May it pleaſe your Majeſty, Dread Sir, or moſt ſacred.* To the Royal Family: *To his royal highneſs.* b)

To Electors, Dukes, and Princes of the Empire, *To his highneſs the Elector of — May it pleaſe your highneſs. To his grace — duke of. To his grace — To his highneſs — Elector of the holy empire: May it pleaſe your highneſs. To his grace — Duke of —: may it pleaſe your grace.* c)

To Earls of the holy empire: *To the right honourable — Earl of the holy empire, my lord, your lordſhip.* d)

a) To the Queen: *To her majeſty Charlotte Queen* &c. Within: *Madam, or may it pleaſe your majeſty.*

b) Within: *Sir*, or *may it pleaſe your royal highneſs.*

c) To a Marquis: *To the moſt noble-lord-marquis of-my lord marquis, your lordſhip's.*

d) To a Viſcount: *To the right honourable — lord*

To Barons of the Roman empire: To the honourable — Baron of — may it pleaſe your honour.

To *lord Viſcount — my lord your lordſhip.* Ladies are addreſſ'd according to the ranks of their huſbands.

The ſons of Dukes, Marquiſes, and the eldeſt ſons of Earls, have the title of Lord, and the title of Lady is given to their daughters.

The younger ſons of Earls, the ſons of Viſcounts and Barons, are ſtil'd *Eſquires* and *honourable*, and all their daughters *honourable.*

The Title of *honourable* is likewiſe conferr'd on ſuch perſons who have the kings commiſſion, and who enjoy places of truſt and honour.

To the Parliament: *To the right honourable the lords ſpiritual and temporal; my lords,* or, *may it pleaſe your lordſhips.*

To an Archbiſhop: *To the right reverend father in God — Lord Archbiſhop of — Your grace.*

To a Biſhop: *To the right reverend father in God — Lord Biſhop of — my lord.*

All Rectors, Vicars, Curates, Lecturers, and Clergymen of all inferior denominations, are ſtiled *Reverend.*

To the Army and Navy.

To the honourable — Eſq; Lieut. Gen. Maj. Gen. Sir your honour.

To

To the Nobility: *Right honourable*, tho' without ſervice only *Honourable*: *Sir*, or *may it pleaſe your honour.*

The title of *Excellence*, is only given to Earls of the Empire, and Miniſters: As *To his excellence the Earl of — may it pleaſe your excellence.*

A Counſellor, who is not noble, and others of the ſame character, are titled, *Right honourable*, *Sir*, *your honour.*

Tho other Counſellors, and learned perſons, who have taken academical degrees, ſuch as Profeſſors, Doctors, Licentiates, &c. *Honourable*, or *Reverend.*

To a Doctor of Law: To Mr. — Doctor of Laws.

To a Doctor of Phyſic —: To Mr. — Doct. of Phyſic.

To other learned Gentlemen, nothing but, Sir.

The title of *Magnificence* is given to Pro-Rectors of the Univerſity, and to the

To the honourable — Colonel, Lieut. Col. Sir your honour, or Sir.
To Major — *To Capt — To Lieut — Sir.*
To A Knight: *To Sir John — Knight.*
To an Eſquire: *To George N, Eſq; Sir.*

Burgermaſters, and ſometimes to the Syndicis of the Hanſe-towns, and general ſuperintendents.

The title of *high and wiſe*, or *very wiſe*, is ſometimes given to Burgermaſters, and Senators.

The titles of the clergy are as follows. To Electoral ſpiritual, Archbiſhops, Abbots &c. *his grace* but if born princes, then they are call'd *moſt ſerene*. The Cardinals are ſtil'd only *eminence*, *your eminence*.

A court clergyman, generalſuperintendent, profeſſors of divinity. *Magnificence*, *your magnificence*.

Superintendents, Seniors, (Elders) Doctors of divinity, Rectors, *Reverend. Sir.*

Archdeacons of large towns. *To the Reverend*, or *Mr. Dean.*

The clergy in ſmall places, and in the country: *To the Reverend — Sir.*

According to the diverſity of titles, ſo likewiſe are the epithets and expreſſions, in the letters to be diſtinguiſhed. For inſtance, a *moſt gracious*, or *gracious order*; *the higheſt order*, *a gracious will and pleaſure*, *a high favour*, *an ineſtima-*

ble

ble kindneſs, a particular honour &c. *A very favourable, right honourable, very agreeable anſwer.* As alſo, *my moſt ſubmiſſive and moſt humble ſupplication, my craving and moſt obedient deſire* &c. As alſo at the end: *remain in the profoundeſt, and moſt obedient reſpect. with all becoming ſubmiſſion, with reſpectful veneration, with the moſt conſumated reſpect, with particular devotion* &c. *Moſt ſubmiſſive, moſt obedient, more ſubmiſſive, more dutiful, greatly beholden to*, &c. *Moſt engaged, moſt obliging, moſt devoted ſervant* &c. In joining the words themſelves, a kind of reſpect, is to be regarded, not writing: *I acquaint your excellence*, but, *Your honour is to be acquainted:* alſo not: *My obedient requeſt follows* &c. but, *your honour is to be made acquainted* &c. Neither: *your honour will be pleaſ'd to remember, that his ſerene highneſs promiſ'd me:* rather, *according to the promiſe of his ſerene highneſs* &c. Likewiſe in polite diſcourſe mention the perſon with whom, or of whom you are talking, in the firſt place, and yourſelf the laſt.

In regard to the reſt, as orthography, and the right uſe of ſtops or points, and marks or notes, belongs to ſyntax in general, tho' requiſite towards a right underſtanding of grammar: referring the lovers of our language to Mr. Gottſched's *complete grammar*, or if this is too extenſive, to his abridgement, called *The flower of the German language.*

COMMERCIAL-

COMMERCIAL-
LETTERS.

TELLÉS

GOMEKCIT

Letter I^st.

Sir,

I have had for five years together, the honour of corresponding with you, in my name. My buſineſs augments daily; and requires an aſſiſtant: I have choſen my daughter's huſband Mr. Z. A. for that purpoſe, who will take ſhare in every branch of my commerce. Give him and me your favour and affection; we will further in copartnerſhip, endeavour to deſerve your entire confidence, which hitherto you have ſhewn to me. We will continue our buſineſs as before, and endeavour to ſerve every one with ſincerity and honeſty.

Take notice of the ſubſcription of our names.

I refer myſelf to your friendſhip. I wiſh you well. And remain

your moſt humble ſervant

A. B.

We ſhall further ſign A. B. & Company, or Z. A. & Company.

Letter

Letter 2d.

These ten years I have endeavoured to acquire the knowledge of commerce. I have used all possible means to augment myself in said branch, and am at present determin'd with Divine assistance, to begin to trade for myself.

My duty obliges me Sir, to acquaint you therewith, and to tender you my best services, recommending myself to your favours.

The honour which my father S. R. has hitherto enjoyed, in being numbered amongst your friends, gives me reason to hope for the same, desiring you will excuse my freedom in requiring it.

A sufficient Stock, and a necessary experience, qualifies me to serve my friends according to wish, as well in Bills of Exchange, as in buying goods. Though I am but a beginner, I flatter myself to let each enjoy the benefits which may be expected from other houses here. And if requisite, you may enqure after my Circumstances from Mr. R. —

Please

Pleaſe to regard my Subſcription, and give no credit to any other.

Favour me ſoon with your orders. The zeal for your intereſt, will convince you, that I'm with the greateſt eſteem

your moſt humble ſervant.

Letter 3d.

Being an Anſwer to the Second.

Your agreeable favour of the 4th May acquaints me with your intention. May Heaven vouchſafe to bleſs all your undertakings! It will be the greateſt ſatisfaction to me, providing our mutual Correſpondence does but make our acquaintance of a long duration, and that the ties of friendſhip which is already united with your father, may thereby, be made more laſting. I will endeavour to do all that lies in my power thereto.

Here with I make the Commencement. Can you buy me the undermention'd goods, at the prices thereto prefixed? which when performed, pleaſe to ſend them with all

expe-

expedition. I rely on your probity. The lading may be consigned to Mr. Peter Siemsen at Hamburgh; by whom you may on remiting the Bill-of-Lading, draw for the amount. This day I make mention of the necessary. Your Bill will be duly honoured, on which you may depend.

Use me so, that I may call on you again, and by which our business will have the greater appearence. I salute you kindly, and remain.

Letter 4th.

My last to you was to day eight days; Since which, I have been favoured with none of yours.

Deliver the inclosed to Mr. A. C. Reiffschneider. I have desired him to send you for my accompt 2. Hogsheads of Coffee 1. hhd of Indigo &c., and draw on you for the amount. If it happens, please to honour his Draught for the same, and get the whole Insured. Before the time of payment, you may expect a remittance.

Mr.

Mr. N— will send you 20 Bags of Cotton; they go as formerly by the way of Lüneburg. God bleſs you

I remain
your humble ſervant.

Letter 5th.

Being an Anſwer to the third.

Your favour of the 6th of laſt month ſhows me ſo much friendſhip, that I cannot but receive it with the moſt ſincereſt thanks. I will further endeavour to deſerve the ſame, in ſerving you honeſtly.

According to your deſire, I have bought the merchandizes required, and Shipped the ſame in the Hope Capt. Termeer for Hamburg, conſigned to Mr. P. S. This day I ſend him the Bill-of-lading, and draw on him for Crowns 3122:- at 2. uſance at 27½ Sh. not doubting of his acceptation.

Incloſed you receive the Bill-of-Parcels, which at 27½ Sh. amounts to the above ſum.

The Capt. propoſes to ſail in eight days, God grant him a ſafe voyage!

I hope you'll be quite content with this trial. You had prefixed the priſes very ſtrictly; it was with much difficulty I got them. Indigo has riſen 1 ſol withim theſe two days; The proviſion of Coffee here is but ſmall, and brandy ſeems to riſe too. All other articles are at a ſtand. We are deficient of a great many things. Our Weſt-Indiaman ſtays out beyond all expectation, ſo that a ſudden change muſt inſue, which will tend to the augmentation of prices. You will know what uſe to make of this information.

Vouchſafe to favour me further with your orders; in purſuance you will find how ſincerely I ſerve you. Continue your kindneſs towards me, and believe, that I am always with the greateſt eſtcem &c.

Letter 6th.

According to the Incloſed Bill of Lading I have bought for the account of Mr. Ship-

Shipped on board the Hope Capt. Termeer, consigned to you: Viz,

2. Hogsheads Coffee N. 1. & 2.
1. Hhd. Indigo N. 3. &c.

The Capt. sails with the first good wind. On his arrival, which God grant may be safe, you will be kind enough to receive the goods, and transact according to Mr. S'—s orders.

This date I have Drawn on you for

Crowns 1500: — } to Henry Christoph.
- - - - 1000: — }
- - - - 682: — to Herman Jacobs.

Crowns 3182: — at 2 Usance, this day at 27½ Shl.

The acceptance of which I highly recommend. Accompt for the same with the abovemention'd friends, who will undoubtedly have given you advise thereof.

Make use of me per occasion. At the bottom you'll find the prime cost of our goods. If you have need of any of them, I shall expect your commands. You will allways find me ready to serve you. After a Cordial Salutation, I remain

your humble servant.

Letter 7th.

The Goodfornothing Carrier Brand ! has as yet, not delivered the goods, you ſent by him four weeks ago. I expect him with pain. If he does but come in time !

You will receive 50 Casks of ſmalt from Mr. N. 1. a 50. Are forwarded as formerly to Mr. Herman at Amſterdam.

I have nothing more to add at preſent. My compliments, and I remain.

Letter 8th.

The information your agreeable favour of 5th October gave me of Capt. Rooſe's arrival at Cadix, was greatly ſatisfactory. Since which, have receiv'd no further information from you. Tho' I hope you will have him with your e'ernow.

The ſorrowful news of an almoſt univerſal Earthquake, has greatly afflicted me. That it has even been felt in your Neighbourhood. God grant! your City

may

may have been exempt! My 11. Chests of linen lies probably unfold by you. Agreeable presumptions for me; otherwise the universal misfortune may have been detrimental to me. I hope the best. You are my friend, my dear friend, and from thence you may conclude, how disagreeable it will be for me, providing the Calamity has befaln you.

The compassionate destruction of the City of Lisbon, will cause an unavoidable stroke to commerce. Whereas you will be pleased to be cautious in disposing of my goods, observe the purchaser be good, to avoid all dangers, tending towards my loss. The present juncture is alas! greatly intricate and embroiled. Credit is lost; hence the greatest precaution must be observed.

Permit me to draw on you for 2000. ducats; having this day order'd Mr. N— in Altona to draw on you for that sum. He will acquaint you with the result thereof. I recommand to you the honouring of his bill.

On your receiving more money, may remit me in sure bills the sum I advanced.

I depend on your good uſage. You may eaſily gueſs the ſcarcity of caſh, when trade is ſo greatly indanger'd. Aſſiſt me as ſoon as poſſible.

May the approaching New-year be attended with as much fortune, as calamaties as ended this! in a very remarkable manner! God grant it! May it be proſperous to all, and in a particular manner to you. Let happineſs and bleſſing attend you, when your deſtiny muſt make me rejoice. Live contentedly! Aſswage my uneaſineſs by a favourable anſwer. I remain with the moſt unvariable friendſhip &c.

Letter 9th.

Being an Anſwer to the eight.

Copy.

At laſt I can acquaint you with the ſafe arrival of Capt. Rooſe; he has been ſince yeſterday at anchor in our rode. I wiſh You joy therewith.

I ſhall

I ſhall receive the 5. Cheſts of Linen which he has loaded for you, and neglect no opportunity in diſpoſing thereof. Tho' at preſent I have but little hopes thereto. The general Earthquake, whoſe Shocks have been felt by our City, has put every one into fear and aſtoniſhment, and cauſed an entire ſtop to trade.

It was the day before yeſterday, that each minute threatned our deſtruction. Three agitations of an Earthquake, tho' not ſtrong, was attended with an unuſul deluge, that threatned our place with an entire inundation. The ſurges gathered into huge heaps, and rolled in frightful waves towards our haven, where they ſunck as in an abyſs, by which the loweſt part of the tower only ſuffered. Heaven be praiſed that theſe terrible moments are paſt, without making more deſolation.

I have been one of the moſt fortunate, for my fineſt wares lie in the upper part of the town, and together with yours, have eſcaped all damage. I am glad to acquaint you with this agreeable news!

I hope this diſaſter will not have diminiſh'd your former confidence towards me. I will endeavour to make myſelf more worthy of the ſame, at this critical juncture, ſo deſtructive to Commerce. Leave the care of your intereſt to me; I will regard the ſame equal with my own. God protect us againſt all croſs accidents, to whoſe mercy I commit you, and remain.

Sir.

This is a copy of my laſt to you, ſince I find in your laſt agreeable favour to me, that you have not received it. If it is not yet arrived, you find the contents in this.

What I have anſwered in it, I will not mention here. Your tender care for my perſon obliges me to return you the moſt obliging thanks. You ſhew me ſo many favours; may I never make myſelf unworthy thereof!

Your linen lies yet unfold on my hands. The afflicting news of Lisbon Cadix and Sevillien, not to mention other

places, has frightned me from selling any thing, as we are uncertain what the consequence of this last Earthquake may have been. Disagreeable news is to be expected. Good God! have compassion on those who must feel them! Mean while nothing more can be done at such a time, as only using precaution in selling, in which depend solely on me. I will look on your goods as my own, and dispose of them as such, observing the loss or gain as my own perquisite.

Mr. N. according to your order, mentions his drawing on me for 2000. ducats, at 1. usance, of this 4th of December. I will willingly honour the same, be punctual in payment when due, and charge your accompt therewith.

As soon as I have disposed of any thing further, will advise you thereof and remit you the amount in safe bills on Amsterdam.

I return you thanks for your kind wish, on the commencement of this New-year. God grant it may take place. May the supreme Being shower down his best of blessings on both you and yours, and crown

all your endeavours with a happy event. Oh! how agreeable it will be for me, to receive always good news of your welfare! Let your good will towards me always remain. I am &c.

Letter 10th.

Three of your agreeable favours, as the 20th. 29th. Oct. and 5th. instant, lie before us unanswered. Having nothing to enlarge thereon; as the contents of each are already effectuated.

We are still in expectation of the bale No. 8. per Carrier Beer. The expences you have been at thereon, please to place to a new accompt.

Our old accompt will balance with the inclosed bill for Rd. 144. 9. - on John Leisner. We return you thanks for monies advanced, as also for your speedy forwarding of our goods.

In a little time Mr. Otto will send another cheft; which we shall expect by the first Carrier.

Fu'rther the inclosed.

If you find us able, to be anyway ſerviceable to you, do but command. We will endeavour, to demonſtrate how much we are your

moſt humble ſervant.

Letter II^th.

An anſwer to the tenth.

Your agreeable letter of the 16^th inſtant, came ſafe to our hands laſt poſt.

Since which we hope Carrier Beer will have delivered without damage the bale N^o. 8. Incloſed you'll receive the bill-of-parcels thereof, for which credit our accompt for 15 mk. 6 ſh.

The remitted Rd. 144. 9 ſh. banco, on John Leisner, is accepted. It amounts exactly to our disburſed money; and when receiv'd will balance your accompt.

As ſoon as the Cheſt arrives from M^r. Otto, it ſhall be forwarded without delay.

Your inclos'd was inſtantly deliver'd.

Honour us further with your commands; we will accompliſh them with punc-

punctuality and exactitude. We return you thanks for your offers; and will be so bold, to make use of them, as occasions may serve.

Farewel. We salute you kindly, and always remain. &c.

Letter 12th.

According to the inclosed bill-of-lading, be pleas'd to receive out of Capt. Siemsen's Vessel when arrived, 1 Cheft N°. 10. and do with it, conform Mr. S'-s orders at Halle.

We remain after cordial salutation &c.

Letter 13th.

A little before the departure of the post, news arrive that Capt. B-. is got into the mouth of the Elbe, from Lisbon. As soon as he gets up, I will receive your 50 rolls of tobacco, and comply with your orders in regard to the same.

Farewel, I remain yours. &c.

Let-

Letter 14th.

Inclosed we remit you in our first Bill of exchange, Rd. 350.- in Louis d'ors at 14 days sight, on Mumme Fedderson.

The inclosed gives him advice thereof, who undoubtedly will readily pay it. Should he contrary to our opinion demand a prolongation of payment, it may be given him; providing he accepts the bill. We judge him to be safe enough. For how much you credit our account in banco, pray please to inform us.

It will be agreeable to us, if our accompt for the future could be kept in Louis d'ors. On our sending an abstract of our Accompt-current, you may change the balance thereof into that currency.

Mr. B— in D— uses us very ill. We have expected an answer in vain, since the 10th of January 1754. About a year ago we receiv'd 3 bales of Cotton from him, and from that time to this, neither advice or Accompt. After deducting the amount of the 3 bales, we have still a demand of about 600 Mk. banco. can't you give us good advise, how to come best to an end

with

with him? We will expect your opinion; and remain with all possible esteem your.

very humble servant.

Letter 15th.

Being an Answer to the former.

Your agreeable letter of the 14th instant, is arrived safe.

The Bill of exchange then sent, for 350 Rd. in Louis d'ors, on Mr. Feddersen is accepted. He honoured it without any exception; and I judge he will pay it when due. When perform'd, will acquaint you with the amount in banco.

On your sending the account-current, the balance shall be posted in Louis d'ors, and your accompt be kept in that specie for the future. The immoderate usage of Mr. B— towards you, surprises me no little. My business with him is but small: tho' I must acknowledge, I know no other, than his being in good credit. I am almost persuaded to believe, that this negligence proceeds rather from the irregular pro-

ceeding

ceeding in buſineſs, as his not being able to pay. But the firſt is ſufficient to deſtroy the good character of a merchant.

An earneſt admonition, will probably be the beſt. Tho' he might pretend the letters did not come to hand. Good! Draw on him; make the draught payable to me; I will take care, it be produced, and the letter of advice deliver'd into his own hands. Don't you judge this the ſafeſt? According to my inſight, it is the only way to come to a termination with him.

I'll expect your reſolution, and remain with this aſſurance, of being always willing and ready to ſerve you &c.

Letter 16th.

Sir,

Since my laſt of the 8th inſtant, I have been favoured with none of yours.

I have received the 350 Rd.- in Louis d'ors from Mr. Fedderſon, and credited your Accompt at 10 Mk. 8 ſl. banco for 735 Mk.

I have

I have no more to add at present, than only to assure you, that I'll always remain

your servant.

Letter 17th.

I have receiv'd two of yours, of the 11th and 15th instant. Am glad to find your having booked conformable, the 100 Rd. you sent me. It would have been more pleasing to me, if you had sent some 100 Rds more. In this manner you will be long in paying off the sum advanced, when after during half a year, receive but about 200 Mk. Banco. How many years will be required to discharge 2300 Mk.? Do but consider this —

But I must comfort myself with others. Your Creditors will probably all have the same fortune? Yes, yes! You tell me so yourself. You have a mis-understanding with Mr. Bartels, consequently he will not pay the Bill of 110.-L:- You have said enough; the sense is: I am indepted to

him

him; tho' I neither can nor may pay him, for which reason he refuses me payment. Is not this a pretty affair?

Therefore you apply to me; that I may keep the Bill; I will, providing you send me the money as it is indorsed to me. Which if not perform'd before respite days are ended, a Notary Public will earn protest expences, all which, together with the deserving affront, will fall on you. One is not accustomed to such proceedings from Merchants of prudent and discreet behavioures. Any one can trade with another's money —

Louis d'ors fall, the price at present is Mk. 10. 7. sh. The course of exchange will fall in 8 days. Had you remitted the money now, or a little sooner, you would have gained considerably thereby, even more than double interest. Tho' you could not be aware of this change before hand, and what you loose, I'm not obliged to make good. I make this observation, that you may not afterwards be troublesome to me, on the low price of Louis d'ors.

Thus far about the pretended Bill of

exchange. I have now ſomething to ſay to you about my own demand.

I am not willing to proceed according to the ſeverity of the Law, with my friends. I have had patience for a long while; you will have ſufficiently obſerved this, when you allow, that payments are to be made in due time, eſpecially when the agreement is for ready money. Can you take it amiſs, If, contrary to my inclination, I take ſuch methods for the recovery thereof as the Law directs? If you know what right and equity is, you muſt approve of it. Therefore prepare yourſelf for ſending me the greateſt part of my demand, by the return of the poſt, or I'll proceed according to the rigour of the Law. The firſt method will be the moſt agreeable to me. Let me hear no more of your promiſes, affirmations and braging. All theſe verboſities do not profit me a ſhilling. Behave yourſelf as an honeſt man, that I may no more be dubious, whether or not I ſhall ſubſcribe myſelf. As your friend &c.

Letter 18th.

By my Letter of the 15th instant I testi-fyed how discontented I was with your bad usage towards me. You promise 500 Mk. for payment, of the assignment but as yet it is not effectuated. You go abroad; and your spouse *) answers me; she desires 8 days patience, and promises to send the money. Is that reasonable? You abuse my indulgence. You force me to go to law, as loth as I am to do it. I allow you 8 days longer, make use thereof, afterwards every thing will be in vain. I will wait no longer. I have warned you, no more can be expected, from.

Letter 19th

Answer.

Sir,

My husband is not yet return'd from his

*) I have used spouse, instead of Wife, which last is only used in low life; and Lady belonging to the nobility and army.

his Journey, nevertheleſs I can not refrain from anſwering your favour of the 28th. October.

Hereby you'll receive a bag with 450 Mk. the remaining 50 Mk. will be paid you by a friend in your place. If it is not perform'd in eight days, acquaint me with it; as then it ſhall be ſent you without delay. I thankfully acknowledge your indulgence, and remain

Sir

Your obliged ſervant.

Letter 20th.

Anſwer to the 19th.

This day ſennight your favour with the 450 Mk. came ſafe to hand. As yet no one has offered to pay the 50 Mk. I therefore expect it from you by the return of the poſt. On receiving the money, I will inſtantly return the Aſſignation, ſigned. The remainder is now but ſmall; tho'

the

the ſooner you ſend it, the more agreeable it will be. Farewel. I am &c.

Letter 21ſt.

Yeſterday Mr. N. paid me the remaining 50 Mk. the aſſignation is cleared thereby; incloſed you receive it ſigned. I thank you for the payment, and remain &c.

Letter 22d.

It was with the greateſt ſatisfaction your letter of the 29th of laſt month, informed me of the ſafe arrival of Capt. N— The bales he has in, will, I hope be already ſent away.

I will ſend you in time a remittance for the London Draught of L. 190.-

I have credited your accompt for the 4 Cheſts N°. 5. a 8. amounting to Mk. 49. 8 ſs.

Incloſed you'll receive my Lottery-ticket,

ticket, get it renew'd, and ſend it me back again.

Your aſſignment on the jew, is not yet anſwered; I do not know what to think of it. He has promiſed payment next monday, without fail; I ſhall expect the iſſue. His acceptation makes the demand lawful, tho' I ſhould recover it by Law.

Mr. A. and C. have informed me of their intending to ſhip off 3 bales for me. On the Capts. arrival, I'il expect them with all imaginable expedition. Should they draw for a trifle, pray honour the ſame.

After a friendly ſalutation, I remain

Your ſervant.

Letter 23d.

The Anſwer.

Sir,

Your agreeable favour of the 7th Inſtant, came ſafe to hand. The bale N. 5. from

from on board is already sent to Mr. Meyer at Lüneburg; I wish it may arrive safe. As soon as the Capt. has made up his Accompts, I'll send you the Bill-of-cost's. I expect in due time from you, the promis'd remittance for Mr. B. 1. draught.

I am glad to find you have credited my accompt for the Bill of cost's sent in.

Inclos'd you'll receive the lottery ticket furnish'd for the last class; I have charged your account for the 20 Mk. courant, at $17\frac{1}{2}$ per C. with 17 Mk. Banco. I should be extreamly glad, to wish you joy to a good prize.

Concerning jew Amschel's payment of the assignment, I leave it solely to your care. I think he'll pay without prolixity I'ts well he has put down the word accepted.

I have as yet receiv'd no Bill-of-lading from the friends in London, about the 3 testify'd bales. I have in the mean while noted down, that after receiving them, to accept what they may draw thereon.

Farewel. I am &c.

Letter 24th.

Sir,

Bad news come always too soon; and good but very seldom, or rather not at all. I am in doubt, whether you can read this letter without a certain degree of sensibility, which will almost be equal to a Fright. Experience has not enabled me to judge thereof, as I have not had the happiness, to draw 20,000, Mk. out of a Lottery, as you have done, on your No. 575. I congratulate you with it, from the bottom of my heart. The Most High, who has bestow'd this prize on you, enable you likewise to enjoy said considerable sum, under his blessing and protection.

The money will be paid in 14 days time, acquaint me how I shall behave towards the Collector, and what you intend to give the Orphans, who have drawn you so good a prize. All other trifling expences, I shall discharge according to my judgement.

Fare-

Farewell! be always so happy, that I may never send you any other but good news. I always remain &c.

your.

Letter 25th.

Sir,

I am glad your agreeable letter of 10th instant informes me, of your crediting my account for the amount of the bill sent in.

Since which I hope you'll have received the 4 bales of Coffee. As soon as I have received your 8 packs of Wool from Capt. Lond, they shall be forwarded to Lüneburg, and advise be given you thereof.

In Trade nothing remarkable has happen'd; the uncertainty whether war or peace will ensue, keeps every thing up to the accustom'd prices. The inclos'd Price-Current will inform you how the prices of goods are.

The money you sent, came safe to hand. 4 of the Pistoles were deficient in

weight. I have exchang'd the whole, and made good the balance of your acc^{t}. as follows &c.

According to your requeſt, I ſend inclos'd your Accompt. Current. and have debited your New-accompt for mk. 25. 10 ſs. due to me. After examination, pleaſe to do the ſame, that the Accompt of this year may balance.

For the future I deſire you'll favour me with your commands. An indefatigable activity in promoting your buſineſs, will make me more worthy thereof.

By this day's ſtage I ſend you a Cask of 600. Oiſters ready open'd. I wiſh you may receive them in good time and conſume them amongſt the number of your dear Relations, in remembrance of me.

I recommand myſelf to your precious friendſhip, and remain, after wiſhing an agreeable celebration of the holy-days.

Your moſt humble
ſervant.

Letter 26th.

Answer.

Sir,

Your agreeable letter of 19th current, came safe to hand, tho' as yet no other news, whether my 2. Sacks of cotton-wool are sent off or not, but I hope they are.

The amount of the exchang'd money I have book'd agreeable with you. The account sent in, is found exact, and your new Account credited for mk. 25. 10. ſs. what further falls in my way, ſhall be ſent to you with ſatisfaction. You make me a preſent with a barrel of Oiſters; I receiv'd them quite freſh, and conſum'd them with my family, and a good glaſs of wine; by which your health was (as you may judge) not forgotten. We are all of us greatly obliged to you, for ſuch an agreeable preſent, and will be mindful e'erlong, to convince you of our gratitude.

I return you thanks for your kind congratulation to the paſt holy-days, which

we

we have thanks be to God, happily solemnized. I wish both you and yours the Compliments of the approaching season, and success in all your undertakings. I remain

Your most
humble servant.

Letter 27th.

In yours of the 14th November, you desire us to take a few Casks of rough-sail-cloth from off your hands again. If you'll but peruse our last of 15th April, you may easily guess our answer. We acquainted you:

„That, for old acquintance sake, we „have been more ready to allow your „house a profit than any other. But „as the last goods you bought for us, „noways answer our expectation, hav-„ing been better used by others, for „which reason we must cease our cor-„respondence. We do'nt chuse to en-„ter into extensive disputes and quar-„rels with our friends; We only require

"they

„they ſhould uſe us well; this not hap-
„pening, we go elſe where &c.
We mention'd this formerly, and it is at preſent our intention; which we verify and make good in its full power, to prevent all unneceſſary correſpondence. We remain &c.

Letter 28th.

You have written to me, that you cannot take the Casks No. 70. 71. otherwiſe than at 3. mk. 10. ſs, referring yourſelf to Mr. A. & Z'— letters.

I have mention'd theſe friends, of the impoſſibility of buying yarn at this price; if you will not allow me 3. mk. 13. ſs. and acknowledge it as a friendſhip, the goods remain mine. This I have mention'd to them alſo. They anſwer me, to make haſte with the exportation, having commiſſion'd you to pay me. What ſhall I do more in the buſineſs?

You ought principally to conſider, my having mention'd you, not to ſend the yarn, unleſs you was willing to pay me

3. mk.

3. mk. 13. ſs. per pack. You are to be looked on in this affair, as an Adequate perſon. You ought to regard my diſpoſitions as well as thoſe friends in London, as you have the ſame profit from me. It is further a matter beyond all doubt, that you can not diſpoſe of my goods at your own pleaſure.

Had you been determin'd to act with caution, you might have applied to London, for information concerning my fixed prices, and had they been contradictory, have informed me thereof; begging you may not ſend off my goods at all hazards. Suppoſe you had my letter to Mr. A. & Z. before you, to be inform'd of my having ſubmitted to 3. mk. 10. ſs. then you wou'd remain at the end without danger. It would be the beſt, if you labour no leſs to the disadvantage of the one, as to the love of the other.

I am not obliged to deliver the yarn at the limited price; what I have done, was done out of love, and which has been about 400. mk. damage to me; two are requiſite to make a bargain, the third is too many; will you ſupply the place of a

Broker,

Broker, as then I will pay you brokerage, for which you are to regard my profit in the ſale.

I muſt be anſwerable for the deficient 10. packs. You may deduct ſo much, and ſo much the eaſier, as I am reſolved to leave 1. or 200. mk. in your hands, 'till the whole is deliver'd. Do you require any further orders, get them where they are to be had.

According to my Calculation, I ſhall have a demand of about 740. mk. for which I have this day drawn on you, for 600. mk. Banco at 14. days ſight. Will you accept it, well and good. And deſire to know whether you will or not.

What you have propoſ'd about a regular method of drawing, I will be mindful of. Bank-Notes are at preſent much looked after. I am often required to draw bills of Exchange; and thoſe I give them to ſometimes promiſe to keep them 8. days. I want money for daily purchace! What am I then to do! To promiſe and not perform, is a bad thing. I will for the future ſhun ſuch people.

Do but remain my friend, I will endeavour to make myself worthy of it, and to subscribe myself indeed yours &c.

Letter 29th

Sir,

What you mention to me in your agreeable letter of 28. th. past, of having written to Mr. A. & Z. about the 2. Casks of Yarn No. 70. & 71. has been hitherto unknown to me, and besides, as I am not fully persuaded of the justness of your demand, in order to decline from my fixed purpose, as long as the above mention'd friends do not order me to pay you the required 3. mk. 13. ſs.

I cannot find that determination out of all your letters, which you make; that your yarn ſhall not be ſent away, unleſs you are paid for each pack 3. mk. 13. ſs. In the contrary you mention me in yours of 15th February; "In general, I can not let "the yarn go at that price; but this is what "I muſt make up with the othere. Hence

I

I determin'd, that the price was nothing to me, and only belonged to the London friends; which is certainly the cafe. Thence I am not obliged to pay you more, than they have order'd me.

You further look upon me in this affair, as an equivolent, and alfo obliged, *to follow your meafures as well as thofe of Mr. A. & Z.*" tho' I find a great difference between buyer and feller, the firft is not obliged, to receive and pay all, according to the defire of the latter. Being now the purchafers can not immediately pay you, and I, being their Agent, am more obliged to regard their orders than yours. That I am in the right, no difcreet Merchant will deny, providing I would keep myfelf free, from being accountable.

The following period entirely rejects every thing you wanted to affert. *Providing you had my letter: from London before you, and find thereby, that I had confented to* 3. *mk.* 10. *fs. fo you would remain at the end without lofs.* This teaches me, fo much, as that you agreed to the price required, and which I paid you. And thereby all difputes are ended, and

writing backward and forward of no manner of uſe. Or do you ſuppoſe I'll pay more than Mr. A. and Z. are indebted, in order to bring me into troubles, which in conſequence would follow, tho' you are pleas'd to ſay, *I remain'd at the end without damage.*

To be ſhort, and to put an end to all diſputes, this ſerves, that all Casks ariv'd, are already ſent off to London. I can do nothing more in the affair; you muſt have patience, till the arrival, and untill Mr. A. and Z. has acquainted me how much the yarn is worth, more than the condition'd price, and what I am to pay you over and above. Be it little or much, will not withholden from you. Then it will neither be profitable, or disadvantagious to me. Until that time I will make no alterations in my intention. I deſire no brokerage from you; and if you imploy'd me as a Broker, would do nothing but what was juſt and right. Profit muſt not make equal things unequal.

" Your demand is ſpecified in my laſt, with accuracy and exactneſs.

Your

Your granting Bills with that proviſo, to be kept 8. days in hand, is not obſerved. Moſt of them are produc'd before the letter of advice comes to hand, and thoſe on whom the Bills are drawn, are moſt of them ſo unreaſonable, to threaten immediately a proteſt. As in the courſe of my buſineſs, I always endeavour to act with juſtice and equity, having therefore nothing to fear, hence the laſt 600. mk. on-was proteſted laſt tueſday. The proteſt will acquaint you, how little your conditions are regarded, as I deſired the perſon who had the Bill, to keep it till I had receiv'd advice from you.

Beſides the Cask N°. 72, one more is wanting with 300. packs, from 7. to 8. which I expect immediately. Whether you ſend this Cask out of love or duty, it will in a friendly manner animate Meſſieurs A. & Z, to give you more important commands. Theſe friends do not look upon trifles, if they do but get good wares, for which take care that the 2 Cask be ſent off. You will have no reaſon to complain, of the friends above mention'd. Farewel, I always remain &c.

Letter 30th.

The bringer hereof, through God's assistance, is Christian Roose Capt. of my ship called Fridrich the 5th I take the liberty to recommend him to your care, desiring you to assist him with your good advice.

He goes under sail to day. The wind is favourable for him. God conduct him to his desired port in safety!

By the post of next monday I will acquaint you with more. I recommend myself to your gracious favour, and remain &c.

Letter 31st.

The Answer.

Sir,

I can acquaint you with good news. Capt. Roose is just arrived, after a short but safe voyage. He has deliver'd me your letter; I will assist him in all I can, and

and as ſoon as he is unloaded, ſpare no time in procuring him a good Freight.

As the poſt is departing; I have no more to ſay, than to ſalute you kindly, aſſuring you, that I will always remain with the greateſt ſincerity, your

moſt humble ſervant.

Letter 32d.

Sir,

Your Capt. Rooſe who is ready to ſail, and intends to ſet ſail to day; you'll receive from him the Bill-of-freight amounting to mk.7500:- I believe you will be content with the ſame.

A better freight might have been had to Genua; but the Capt. being affraid of the worm, there was no other method, but returning home. God grant him a ſafe voyage!

The freight hither is moſtly come in. By to morrows poſt I will remit you the money, and when the remaining part is

paid, will do the ſame, together with the accompt.

I have paid 20. L. to the Cap^t. which he will accompt for to you. You'll receive his note of hand per poſt. I hope ſoon to hear of his ſafe arrival. It will be agreeable to me. Fare well. I remain with much eſteem, yours &c.

Letter 33^d.

Sir,

It is a long while ſince I have been favour'd with any of your agreeable letters. I will break ſilence, and inform you how our vintage has faln out.

I have travelled for 8. days together thro' various parts and pariſhes, to ſee the grouth in each place, and to make me able to give you a full and juſt information thereof.

Red Medoc-Wine is in general ſomewhat greeniſh, but of a good flavour, pretty ſtrong, and high colour'd, as it is to be ſuppoſ'd, that the greeniſh caſt, will

full

full off in the winter, by purifying itſelf on the dregs, and become good in the ſpring. White wines fall out very unequal; ſome moderate, and ſome vaſtly good, which goodneſs will at laſt depend on the grapes being pluckt in good or bad weather.

The ſtrong wines prove better than the middle ſort, ſuch as the Wines of *Cotes*, *Entredeux Mers* and other thin ſorts. Red wines are computed this year, at about $\frac{1}{4}$ leſs, one with another, than laſt year; and about $\frac{1}{6}$ more of the White wines.

Wine has been ſold in upper Medoc from 40. to 45. Rd. The price of White wine at Blaye and Bourg is 23. a 24, and red at 34. & 35. on the dregs. The prices of the ſmall and middle ſorts, will probably not fall, tho' the heavy Wines may. As I am one of the greateſt exporters of Wine, can ſerve you with all ſorts at the loweſt prices. Pray favour me with your orders; I ſhall expect them, and remain with a ſenſibility of the greateſt friendſhip. Yours &c.

The 34th. Letter.

Your agreeable favour of the 27th of laſt month, informs me of your receiving the Bill of Rd. 100:- I hope it is paid before now.

The thawing-weather that we have had for ſeveral days, will ſoon clear the river from Ice: as then I ſhall expect my 20. barrels of Sirrop, and 4. barrels of Craps, by the firſt Capt.

Meſſieurs N have ſent me a Cask of Indigo by Capt. G. when arrived ſend it immediately hither. I ſhould be glad to have it ſoon, let the freight be what it will.

Are none of the other Capts yet arriv'd, who have loaded goods, for me? It being now about the time, if I ſhall take the goods with me to the Fair. Farewel. I am &c.

The

The 35th. Letter.

Sir,

As neither Capt. Schütt, nor the two others were arriv'd on the departure of your agreeable favour of the 4th. Instant consequently I can depend on nothing for the Fair.

It is not to be supposed, that Messieurs N. would have chosen an old and slight vessel, for their own accompt. Whether the Capt. is lost, or what course he has taken, must soon appear. Pray enquire often after him.

You inform me of having agreed with the Carriers for 10. Rd. It is a great (rate) fare; but what shall one do? Do but send all off, as they arrive; what must be, must be.

I return you the Bill for 400. Rd. on Krüger which I have accepted because the person on whom the Bill was drawn, refus'd it; and I've accepted it for the sake of the Drawer.

I have credited your account for the amount of the Bill-of costs, with mk. 70. 4. ßs.

Make me ſoon rejoice, by acquainting me with good news. I remain after a Cordial ſalutation, your

very humble ſervant.

The 36th. Letter.

Being an Anſwer to the 34th. *and* 35th.

Sir.

'The poſt is inſtantly going off, not permiting me time, to acquaint you with any thing more, than that I'm juſt inform'd of Capt. N's ſafe arrival. I muſt refer the anſwer of the 5th. and 9th. till next ſaturday.

I remain without delay,

Sir

your humble ſervant.

Letter

Letter 37th

Being a further Answer.

Sir,

Last wednesday I mention'd to you the arrival of Capt. N. and Capt. D. arriv'd to day. I wish you joy! I have not yet receiv'd your 5 Casks of Coffee, and 2 Casks of Indigo; tho' I send daily on board; as soon as received, will make all possible haste to send them away.

The Carriers begin to demand 11 Rd. for carriage. The arrival of these two vessels makes them daring; yet I'm in hopes to agree for 10 Rd. I will do my best, and acquaint you therewith.

Capt. Schütte is not yet arrived; the wind is fair. Probably he soon may come, for the last letters from Lisbon mention his having sail'd from thence.

I have receiv'd the 100 Rd. from Mr. B. and credited your account for 300 mk.

As yet there's no vessel coming to Magdeburg. The first that sails shall have your

4 Bar-

4 Barrels of Craps and 20 ditto Serrop; and when done will acquaint you thereof.

I return you thanks for your trouble, and acceptation of my Bill for Rd. 400. - on Mr. Krüger.

Farewell. I remain with much esteem.

&c.

P. S. Please to acquaint me as a secrecy in what circumstances Mr. B. is in, and whether I may venture to intrust him 2000 Mk. I shall look upon it as a particular friendship.

Letter 38th.

It's true I've received the Bill-of-lading for the 3 Chests No. 10. 11. 12. on board of Capt. Danglade, and consigned to me; but, I'm sorry it will be of little service! A message from Boulogne brings me sorrowful news, that said Capt. has been chas'd and fired upon by an English Man-of war, and finding that he could not escape, embraced this desperate method, of stranding the vessel under full sails, on the coast of Boulogne. he thereby escap'd

the

the enemy, that the ſhip ſplit inſtantly, and the Cargo muſt be preſerv'd with great danger and difficulty.

They were buſy in doing it when the Meſſenger came away. I wiſh the damage may not be ſo great as is expected. By the next poſt I can acquaint you with more. In the mean time, acquaint your Inſurer with this.

I remain with the greateſt ſincerity. Yours &c.

Letter 39th.

You will have received mine of the 9th. Inſtant. It acquainted you with the misfortune that has befaln Capt. Danglade. Since which we are inform'd, that all the goods are preſerved, without damage. They may remain ſafe in Boulogne. It is not known as yet, how they may be tranſported hither ſafely, for the Engliſh continue to cruiſe after our ſhips.

The Gentlemen concern'd here, have met ſeveral times, to deliberate what's to be done, in ſuch an affair. In the firſt

meeting,

meeting, they nominated two, who are to transact for the good of the whole.

At the second meeting the Owners demanded 12000. Livers for the loss of the vessel. A great deal was said against it. Most part are of opinion, that this demand can not be granted: blaming the Capt. as not having done his duty &c. To which the owners answer'd the Capt. had always the character of an honest man; and would make Oath, that he did not run a shore, until the danger was greatest. The English ship chasing him so hostile like, he could judge nothing else, but that a proclamation of war was made between both Powers; that on rightly considering these things, nothing could be laid to the Capts. charge. &c.

After an hour's deliberation, it was resolved, that each person should write to his Insurer, acquainting him therewith, desiring his opinion.

You'll be so kind to shew this letter to the Insurers of the 3 Chests, and acquaint me as soon as possible with their opinions, that I may deliver it in, and give my vote accordingly.

After

After a cordial ſalutation, I always remain &c.

Letter 40th.

Since my two laſt of the 9th & 14th December, I have been favour'd with none of yours. I long to know the meaning of the Inſurers; for which reaſon muſt write to you again without an anſwer.

At a Meeting of the 5th Inſtant, the queſtion concerning the requir'd 1200ℓ Livres, was diſputed upon, in the preſence of the Owners. They ſtill inſiſt ſtrongly on its being depoſited, and will receive no denial, unleſs a Mediator be appointed, whoſe deciſion muſt be followed. One of the inſurers propoſed Mr. N. an eminent Lawyer, who is well acquainted with Commercial and Maritme Laws; to be conſulted thereupon. The Convention agree'd to it, and immediately the circumſtance of the ſhipwreck, together with the Declaration of the Magiſtrate of Boulogne, was put in writing agreeable to

truth,

truth, and deliver'd to him. The Owners declare at large, that they can not wait for the decision of the Arbitor; to which no further answer was given them, as that both parties must be content with what the Law dictates.

Being come so far, Mr. Borchert read a letter from his friend in Hamburg, containing the express orders of his Insurers, not to enter into any agreement. Other gentlemen of the Convention said, they had receiv'd the same orders; and those who had not insured, are willing to make it up with the Owners.

Tho' the greatest part will bring it to an Action in Law. For my part I remain Neutral, 'till I have received your orders. Write me therefore soon, if you have not done it already, that I may know your mind. Balloting has chosen Mr. N. and myself to have absolute power, if it should come to an Action: however you may be assured, that I shall promote your interest, as much as an impartial person can do.

The 3 Chests No. 10. 11. 12, are with rest of the Cargo, still at Boulogne, with Mr. Breton, as they can not be transported

by

by ſea hither, by reaſon of the Britiſh ſhips moleſting our Navigation. At preſent an order is publiſhed, that all goods ſhall be tranſported hither by land carriages. The Cuſtomhouſe Officer General has declared all theſe goods free from all manner of Land-duty. This day I write to Mr. Breton, to forward them with all poſſible ſpeed.

As ſoon as this buſineſs is ended, I will communicate the whole to you, together with the accompt of freight, and expenſees. Thoſe papers will contain nothing more than the account of the Gentlemen authoriz'd, who divides general charges, according to the value of each perſon's goods. If more ſhould be required; pray acquaint me with your requeſt. Anſwer me ſoon.

I remain with the aſſurance of being always your &c.

moſt humble
ſervant.

Letter 41st.

Being an Answer to the 28th *&* 29th

Sir,

I acknowledge the receipt of yours of the 9th., and 14th. December.

The first acquaints me with the bad news, of Capt. Danglade's misfortune, in ſtranding his ſhip, to ſhun the Enemy, and having thereby loſt her. The ſecond confirms it; ſtill the account is ſomewhat better, being the goods are ſaved, without much damage.

Thank God, my ſhare is inſured; ſtill, it's a vexation, to reap no profit from ones Stock, looſing more than one gains. I muſt nevertheleſs be content. Every Merchant who ventures his goods at Sea, muſt expect theſe misfortunes, and when they happen, bear them patiently.

I have read both your letters to my Inſurer. His opinion is, to join with the plurality of votes, being unwilling to enter into extenſive diſputes. However he has deſired me, to emplore your beſt

aſſiſtance

assistance in this business; which I am sure you'll do.

I have propos'd his paying me the sum insured, and I to consign the 3. chests to him; if this can be performed, I'll acquaint you thereof, and then you are to obey his orders.

The demand of the Owners, according to my opinion, is very unjust. The Capt. ought to have been more careful, and not have stranded his vessel, as a Wreck could noways be avoided. Provided he had fallen into the hands of the English, the neutral goods could have been reclaimed; neither would the expences have been so large as at present, providing the Owner's demand be granted, and besides the Cargo would have remained without damage.

The demand of the 12000. Livres. must not be granted, being the Capt. did not perform his Voyage, and had he done it, he was intitled to his freight and no more. Providing it be interpreted in the strictest manner, the Owners can demand no more than the $\frac{1}{2}$ or $\frac{2}{3}$ of the freight, according to the distance sail'd towards

the desired haven. No more can in justice be required. The Capt. has acted according to his own judgement; none of the freighters give him that advise, consequently no right, to demand what he thinks proper, or they are bound to pay. I think it will not be without some effect, if you mention these points. Be as it will, every one must have the liberty, to declare his thoughts, and justify himself, before he is condemned.

Adieu. Acquaint me with what further happens. I remain yours &c.

Letter 42d

Sir,

After the Toil and Fatigue of many years, am come to that period, of my desire, to give bounds, to my dint of Life. I am determin'd to finish the rest of my days in rest and quietness, enjoying the fruits of my Labour.

Mr. Lange has taken my Trade upon him, together with all my goods, and residue

residue of debts, for which he has paid me ready money. I have given him a bargain.

He has served me faithfully, 8. years together, having always behaved in a virtuous and creditable manner; besides which, he has a sufficient Stock to begin with, and I can recommend him to all my worthy friends as such. Condescend to vouchafe your friendship to him; he is deserving of it.

I now finish our correspondence, the thoughts of which will always excite satisfaction. I return you my sincerest thanks for all favours shown. Let me always enjoy your friendship.

Probably, next year if God permits, I may pay a visit to my old worthy friends; I will call at your house. How glad I shall be to find you in good health, and to assure you personally, that I am as usual. Your &c. friend

and servant.

Letter 43d.

You will find by the inclos'd from Mr. Heldewix, that I have taken his whole Trade upon me, for ready money, and besides that, find myself capable to augment my Ware-house greatly, and to serve every one according to desire.

I flatter myself you will shew me the same favour, you did to Mr. Heldewix. My chief care shall be to study your Intereſt, and to serve you faithfully. Buſineſs shall be transacted as formerly; 8 years practice in this branch of Trade, has furnish'd me with sufficicnt knowledge. Honour me with your commands! I can allow you the best prices. Provision of goods is but small here, to an extenſive demand. It is yet time purchaſe. If you require it, can advance you for some months, at $\frac{1}{2}$ pro Cent in short I will do every thing to make our correſpondence intereſting.

If you chuſe to send me goods to sell for your account I will for $1\frac{1}{2}$. pro Cent provision, regard your intereſt in diſpoſing thereof as my own; obſerve the

buyers

buyers be good, and remit the money without delay.

A quantity of Wool may at preſent be diſpoſ'd off to advantage. Starch is much wanted. The ſmall proviſion here, ſells at — Staves are a good commodity. Yesterday I clean'd my Warehouſe at N— ſend me ſomething for a tryal. The ſale ſhall be to your ſatisfaction.

The incloſ'd price-current, will acquaint you with more.

Adieu. I recommend myſelf to your friendſhip. Do but command me; I will ſerve you willingly on all occaſions. I remain always &c.

Letter 44th.

Sir,

Incloſed I ſend you, under the cover of Mr. Berver Rd. 43. 8. gl. for which you'll be pleaſ'd to balance my Accompt.

For your Service, and disbursements, I give you my best thanks, and remain

Sir
your humble servant.

Letter 45th.

Answer.

Sir,

The Rd. 34. 8 gl. you sent, are duly delivered; by which your Accompt is balanced, acknowledging your speedy payment thankfully. We recommend ourselves to your further orders, always remaining. &c.

Letter 46th.

Sir,

Mr. Oelckers arrived here in good health, thank God! I hope you will have

have excuſed his freedom at your houſe. I return you thanks for all favours ſhown him.

He ſays the Broker is not content with 30 mk. tho' I thought it was too much, and that the expences of inſpection ought to have been paid by the Inſurer. If I judge wrong in both caſes, pay him what is ſufficient, and place it to my account. It is well known, that both the Inſurer and Mr. Meyer, loves dearly to receive in, and but pay little out. I do not deſire any one, to labour for me, for nothing: neither is it prudent to be at variance with theſe people becauſe they may find an opportunity of revenge,

My laſt letter from Amſterdam, brings but little conſolation. The eſtimation according to the real value, is very prejudicial to me. I have this day anſwered thereto, and muſt wait with patience for the event.

Adieu, I always remain &c.

Letter 47th.

Sir,

Your agreeable favours of the 5th and 10th instant, came safe to hand; I have observed the contents, and book'd down every thing conformable thereto.

Inclos'd I remit you my first of Exchange for Rd. 350.- four weeks after date. Please to observe the necessary, and when paid, credit my account for the same.

I would gladly have remitted you more, according to promise, but it is not possible. The *Messe* turned out very poorly, having but received the most trifling sums due. I could not perform my promise, tho' I would gladly have done it. I shall take it as a great favour, if you will remain a month longer in advance; I will use all possible means to discharge the whole debt; I will comply with every thing you may require, for your safety; I will send you a Bill drawn on myself; or any thing you may require. My business is on such a footing, that my Accompt can never run so high again.

One

One favour I desire more; which I hope you will not refuse. I acquainted Mr. Otto, last february to draw on you for about 2500 mk. banco, for my Accompt. Oh how it will destroy my good name and reputation, if you return his draft with protest. My debts are cleared off, to about that sum. I depend greatly on your friendship, in honouring this my bill; You may fully depend of a remittance, before it becomes due.

Providing you should not chuse to pay any more for me in the future, will take my measures accordingly.

I have had the honour of your acquaintance, a long time, and it will be very sensible for me to loose it. Pray forget my former negligence; you never shall have reason to complain of me any more. You have not done it without reason: tho' providence has blessed you with abundance, far above others, that such a sum could be of no detriment to you.

Favour me further with your friendship, you will neither find an unthankful or deceitful heart in me. And if you should refuse me the further use of your mon-

money, I will ſtill conſign my goods to you. I value you ſo much; and our Correſpondence is too old, to drop. How glad ſhall I be, to receive a favourable Anſwer. In expectation of which, I remain with the greateſt eſteem &c.

Letter 48th.

The Anſwer.

I received yours of the 28th. January, together with your Inclos'd Bill of Rd. 850.- on James Bartels, which is accepted, and when paid will credit your accompt for 2550 mk. Banco.

You can not take amiſs, my uſing all precaution in ſuch critical times' as theſe. Commerce languiſhes, being greatly loaded with all manner of Toll, Impoſt, and tax on horſes &c. Bankrupts happen in every place. Should I be indifferent at ſuch like emergencies? Should I not be careful of my own? certainly, what has been gain'd with diligence and care, ought

ought not to be ſqandered away in negligence.

You acknowledge yourſelf, not always to have fulfilled your promiſes; which I believe has not been done willingly, rather, money not coming in due time, has been the reaſon thereof; this aſſures me of your honeſty; nevertheleſs ſuch uncertain payers and debtors, might make you incapable to pay me; tho' it ſhould be contrary to your inclination, ſtill the weight would fall on me.

Mr. Otto may draw on me for about 2500 mk. You deſire me to Accept it for your accompt, and not to blaſt your reputation. I have never intended to deſtroy your credit. I know how hurtful it is to a Merchant. He being without credit, is like a body without a head.

You'll allow me to make ſome obſervations on this method of drawing. Mr. Otto has ſent you no goods, but he has a demand nevertheleſs. Is it for goods ſent long ago, teſtifies your having bought on time. In which caſe you are to pay dear, and can not keep Market with other ſellers. Have you in the contrary, drawn on that

friend,

friend, and orders him to draw on me, before the Bill falls due, as then it's a Scheme, and will turn out expenſive; cauſing high Intereſt, and proviſion, and is the long way about to deſtruction.

You may judge of my friendſhip towards you, in ſending you all your goods. Could not I eaſily have kept them here, for my ſecurity; but I have not done it; knowing that a Merchant without merchandize can do nothing. Proceed with the ſame ſincerity towards me, that I may have no more reaſon to complain.

I love your friendſhip and acquaintance; I will continue our former correſpondence with pleaſure, if it can be done, with more ſatisfaction than formerly. I'm afraid of your debtors. How eaſily can they make it out of your power, Sir, to fulfil your promiſe to me. Could you give me any kind of Security, by which I could anſwer your Bills, without running any riſk. Acquaint me with your intention on this head, which if anyways tending to my quiet, you may be fully aſſured, I will take the ſhorteſt way to ſerve you effectually; on which you may

de-

depend. I remain with the moſt ſincereſt affection of friendſhip and Service your &c.

friend and ſervant.

Letter 49th.

You will have received ours of the 6th. inſtant, which mentions our ſending the 2 cheſts Nº. 10. 15.

Since which your agreeable favours of the 1ſt. and 5th. are come to hand; we have taken notice of the goods ſhipped, and credited your accompt for 106. mk. agreeable to your bill.

As ſoon as the reſt of our goods arrive, pleaſe to ſend them off, with all poſſible expedition, that they may get here before the froſt ſets in.

As a balance for the money advanced, we remit you in our 1ſt. and 2d. Bill of Exchange L.- 90.- at 2 uſo, on Meſs. Kohl and Comp. Diſcout it to the beſt advantage, and acquaint us with how much Banco money, I muſt charge your Accompt.

As ſoon as all our goods are ſent off, we ſhall expect our Accompt-current, and

Remain with friendſhip.

Sir

Your ſervant.

Letter 50th.

Sir,

I underſtand with pleaſure out of yours of the 5th. Inſtant, that you have credited my Accompt for the amount of the Bill of expences.

Since mine pro laſt poſt, none of your goods are come to hand. I ſhall be very punctual in ſhipping them off, as they come on.

Yeſterday I diſcounted your Bill on London for L.- 90.- at 34s. 2d. and will credit your Accompt for 1153. mk. 2. ſs. banco.

At the end of the year, I ſhall ſend you the required Accompt-Current.

Farewel. I will always remain with the greateſt eſteem. &c.

Letter 51ſt

Sir,

By the laſt poſt we mention'd our having received the Bill for Pouad 1200.- Banco, on D— & C— and by this, acquaint you of our having diſcounted it at 33ſh and credited your Accompt for Mk. Banco 1454. 9 ſs. We give you our beſt Compliments, and remain

Sir,

your humble ſervant.
John & Will. Goodman.

Letter 52d.

On the arrival of 3. poſts from Holland,

I am favoured with yours of the 3d. instant, with the Inclos'd from Mr. Thomas Flügel.

The receiving and dispatching of the 3 Chests No. 30. a 32. from the before mention'd friend per Hessel Lieuwes master, has been agreeable to me. I wish he may arrive safe and soon.

Your Draught on me for L.- 300.- at 2 uso, on P. Schobingen at 34s. 2d. shall meet with due honour. I thought the course had been higher with you, it is very high in Amsterdam. If the course does not rise, I will get my money paid yonder.

Mr. N. in Bristol informes me that he has drawn on me for L- 250.- at 1. month after sight, of the 5th Instant, for your Accompt.

I am surprized you mention nothing about it. In the mean while, I will accept the Bill, for the Drawers account till you inform me of its reality, and whether I shall rédeem it for your Accompt,

I remain after a cordial salutation.

Your humble servant.

Letter 53d.

The Answer.

This day I take de liberty to draw on you, 1 month after date, L.- 250.- for the Accompt of Adam Waldhütter, in favour of John Christopher Seyffert, which pleaſe to accept, and account with him for. Probably he will have mention'd it to you, if not, I'll be anſwerable till then. Can I be of any ſervice to you in this place, do but command me,

Yours &c.

Letter 54th.

Answer.

Sir,

In Anſwer to yours of the 5th Inſtant, I have the honour to Acquaint you, of my having received no order from Mr N. to accept the draught of L.- 250.- One month after date, in favour of Mr Seiffert,

will therefore accept it for your Accompt. I ſhall write to him to morrow about it. And only mention this for your own ſatisfaction, and to aſſure you, that I ſhall always remain

Sir,

your ſervant.

Letter 55th.

Sir,

My laſt to you was of the 23 November, to which I refer myſelf.

Accounts yeſterday from Paris by the way of Frankfurt, mention that the greateſt part of Lisbon is deſtroyed by an Earthquake, and above 50000. ſouls periſhed miſerably. The news concern me very much, and the more ſo, as I do not know which of my friends have eſcaped this diſaſter.

Pleaſe to deliver the incloſed to Mr. Meyer, as I know he has a houſe in Lisbon, probably he can acquaint me whether

ther Mr. R. and S. are amongſt the unfortunate, tho' I hope not. If it ſhou'd turn out ſo, my goods ſent by Capt. Fromp, muſt be aſſigned to ſome other houſe; or as it is ſuppos'd that Lisbon is totally deſtroyed, unloaded again, and ſent to Cadix. I ſhall wait with impatience, to hear what you know of the matter; undoubtedly you have later accounts than we. Pray anſwer me by the return of the poſt, and free me from an uncertainty, which cauſes me uneaſineſs.

How goes it with my linen? Take care to ſend me ſoon, a profitable Bill-of ſale. I'm in great expectation thereof. My compliments to you, and remain.

Your affectionate ſervant.

Letter 56th.

The Anſwer.

Sir,

The news you were kind enough to inform me of, in your favour of 2d.

inſtant, concerning the misfortune of Lisbon, we had already receiv'd. The information is but very uncomplete. Hitherto we know nothing ſafe what the expreſſes of 5th November ſent from Lisbon to Madrid and Paris, brought with them. The ordinary poſt from Lisbon, by which we can get better information, comes only next monday, the 8th inſtant, ſo that we can not as yet know, who lies burry'd under the rubbiſh. Neither can thoſe letters inform us of more, being ſent but four days after, conſequently written in the hour of anguiſh and calamity.

For this reaſon I have not ſent your inclos'd to Mr. Meyer. A general conſternation has ſeized every one concern'd with Lisbon, it being unknown how matters ſtand there, ſo that he will not be able to anſwer your demands. Providing the poſt brings news, that may be depended on, then I will ſend off your letter, and forward you an anſwer.

Capt. Fromp is for any thing I know, ſtill in our river. The freighters have met together ſeveral times. Some inſiſt he

ſhall

ſhall proceed on his voyage without delay, others, that he ſhall not. Letters from Amſterdam yeſterday, mention, that all veſſels bound for Lisbon, ſhall not depart; upon which, is this day reſolved, to impower the owners, to detain the Capt. till further orders. I believe the meſſenger will overtake him before he can get to Sea.

What may be reſolved upon, after the poſts arrival, you ſhall be inform'd of, on which you may depend.

The news from Cadix, and other ſpaniſh havens, are no leſs afflicting. Theſe places have alſo felt the fury of the Earthquake, though not ſo much as Lisbon. I wiſh it may never be confirm'd!

By the laſt poſt I ſent you an accountſale, of 3 cheſts *Brettagnes* N°. 25. a 27. being the laſt of this years ſale. Nobody thinks on the purchaſe, how eaſily it's to be conjectur'd. Every one trembles, when he thinks on the counter motion, which cauſes the deſtruction of one of the greateſt mercantile towns. How glad ſhall I be, Sir, providing you do not ſuffer thereby. Oh, that I may even be ſo happy!

I am afraid, of ſuffering much. Yet, be it as it will, I muſt bear it with patience. Theſe are ſtrokes which come immediately from the hands of the Almighty; we muſt kiſs the rod, and obey him as father, and have compaſſion with the misfortunate, as our fellow citizens.

The buyer of your 3 cheſts, is ſo ſure, that there's no fear of his failing. I have always known him as ſuch, am therefore without fear.

This day eight days, if God permits I will write to you again. But no ſorrowful news. We are greatly in fear; and muſt hope for the beſt. May the ſupreme Being preſerve every one from further misfortunes! I recommend you to his protection, and always remain.

Sir,

Your
moſt humble ſervant

P. S. Worſe news is reported of Lisbon. Both the cuſtom-houſe and India-houſe, is ſuppoſ'd to be burnt, the whole town-compaſſionate fate! — the whole town

is

is reduced to nothing. Unhappy inhabitants! What does not human nature feel, on viewing so much want!

Letter 57th.

Three of your agreeable favours, of the 6th. 13th., and 17th. past month, came safe to hand, at different times.

For your informations of the Capts. arrival, in the first, I return you thanks.

For the amount of the incloſ'd bill of expences, on 10. chefts, I have credited your accompt for Banco mk. 127.8.. s. according to your 2d. letter.

Your third informs me, of your having drawn on Mr. N— for L 1250—; I have book'd you down according to the courſe mention'd.

You may further draw for my account on Meſſ. A— & F— in London, for L. 250. and acquaint me with the reſult. To deſire you to regard my intereſt, is entirely needleſs, being fully aſſured of your care. My account is clear'd within about Rd. 100. a little more or leſs, will make

no difference; which finally will alſo be regulated.

Pray acquaint me with what you think of Mr. E—; I ſhould be glad to know, how far he may be credited. You will highly oblige me thereby. I remain eſſentially, &c.

Letter 58th.

Sir,

In my laſt of to day ſevennight, I deſired you to draw on Meſſ. A. and F— for L. 250— which I confirm, with the reſt of the contents, as alſo the receiving of your kind favour, of the 1ſt inſtant. I don't know what Mr. N— means, in not accepting your draft for L 1250:—. My former order for f 1650:— is not aboliſhed, conſequently in force, by which reaſon, he can, with more ſafety pay a leſs ſum. It is very poſſible to make a blunder in account; and if he had remitted me, as his duty was, no miſtake would have hapened, or, I have been obliged to

draw

draw. Perhaps he may have bethought himſelf, or at leaſt, he might have accepted the bill for your acconnt, which he eaſily may do. The incloſ'd is for him. which pleaſe to deliver, and pardon this ſmall error.

If you hear any thing certain, about war, or peace, pray communicate it to me; but, muſt be done without the leaſt trouble to you.

I remain after a friendly ſalute

Sir

Your very humble ſervant.

Letter 59th.

An Anſwer to the 57. & 58th.

Both your agreeable favours of the 8th. and 11th inſtant, are ſafely come to hand.

I am glad to find by the firſt, that the ſunderies are booked conformable.

Agreeable

Agreeable to your order, I have this day drawn on Meſſ. A— & F— in London, for L250:— at 2½ uſance, and credited your account at 341. 10d. for Banco mk. 3265. 5.

The trifle (of money) laid out for you, deſerves not to be mention'd. It's an eaſy thing to credit good payers, eſpecially, people ſo exact as you.

The friend you enquire after, is in good credit here. I would make no ſcruple to give him credit for ſeveral thouſand marks. Uſe this information, tho' without my damage or prejudice.

Your ſecond brings me a letter from Mr. N— He ſtands to his point, in having accepted the bill (only) for my account. Your letter will make him change his tune, and free me from my bond.

How the diſharmony betwixt England and France, will turn out, is, as yet a riddle. Particular letters are ſilent on that head, as no one can conclude any thing with certainty; and the public papers, are full of contradictions, that are not to be credited; and time only muſt unriddle them.

them. Providing I hear any thing certain, you ſhall be inform'd thereof.

After wiſhing you a ſtable and laſting proſperity, I have the honour to call myſelf, &c.

Letter 60th.

Sir,

Having the honour of your acquaintance, emboldens me to take the liberty, of deſiring you to give me information of the following, as being neither prejudicial to you, or any other.

A friend of mine here, having determined his ſon for trade. An opportunity offers, of placing him with Mr. Cajus, on certain conditions. And as he is neither known to the father, or me; tho' deſirous to have ſome information, whether Mr. Cajus, carries on a good buſineſs? Whether he is capable of giving uſeful inſtructions? Whether married, and a good houſekeeper? Whether he keeps his clercks (apprentices) retired and modeſt, or allows

lows them liberty at will, and if he's capable of promoting a good education?

Pray anſwer me theſe points with exactneſs; you will highly oblige me thereby. Command me freely, in any thing you may have occaſion for. I remain with the aſſurance of being

Sir,

Yours to command.

Letter 61ſt.

The anſwer.

Sir,

You require a faithful account of Mr. Cajus, of this place. I am glad, that I can mention nothing, but in the moſt favourable terms, as it always hurts me, to diſcover any thing of my neighbour, for the honour of truth, anyways hurtful to his character, and which (for the love of ones neighbour) ought to be concealed.

Fear

Fear not the laſt from me; I only need to ſay, what every one knows, who is perſonally acquainted with Mr. Cajus, and that will be ſufficient. However, I will anſwer every queſtion you demand, in form following.

His trade is large and extenſive; conſiſting in his own proper buſineſs, in commiſſions and expeditions. He tranſacts the ſame regularly, and has a ſufficient inſight, to inſtruct thoſe committed to his charge, in every branch of commerce.

He is a married man; his method of houſekecping is free, undetermin'd, and in the beſt order; His clerks have commendable liberty. It is the greateſt pleaſure to him, when they amuſe themſelves after buſineſs, in converſation with people of honour and reputation. His manner of education is ſuch, that thoſe who grow up, under his care, will never be afraid to keep company, with people of every rank and denomination.

Behold, that's the real picture of Mr. Cajus. I hate an untruth, as much as flattery. I know him preciſely, by a fre-

quent converſation with him. I muſt finally acquaint you with what he lately ſaid to one of his neighbours, who had made an obſervation on his behaviour, towards his clerks.

You muſt not ſuppoſe, ſaid he, to educate youth, by a ſlaviſh retirement; no, that gives way to the moſt extravagant diſaſters; one makes uſe of every opportunity, that offers; as liberty, ſeems quite new, and the uſe thereof made, tends to nothing but a total ruin; this is quite natural. For that reaſon I give my clerks free liberty. They muſt do their buſineſs with accuracy, and when they do that, may take pleaſure abroad, providing, they cannot meet with it at home. I require they behave well, and that I hear nothing unbecoming of them. Then I have the ſatisfaction, to ſee them work with pleaſure, always content and chearfull, inſtead of being unwilling and grumbling, a burthen both to themſelves and me, or that I ſhould be obliged, as ſeveral others are, to change clerks every three months. Do I not thereby free myſelf from vexation, and make my people p-

py, and obligatory; yes, even make them love me, and conſider my intereſt in every thing, which they would not do; if I made them ſlaves? &c.

Are not theſe noble thoughts? I ſhould think your friends ſon vaſtly happy, in geting ſo worthy a maſter. Don't let him neglect this opportunity; it is too advantageous, and but ſeldom to be met with.

Adieu, live always happily; as then I ſhall rejoice. I am with the greateſt ſenſibility of friendſhip.

Sir,

Your faithful ſervant.

Letter 62^d.

Another anſwer to the 60^th.

Sir,

As willing as I have always been to obey your commands, ſo reluctant I am to do it now.

I You

You ask me after Mr. Cajus's method of trade and houſekeeping, which I muſt repreſent to you wlth compaſſion. I pity thoſe, whom heaven frowns ſo much upon, and on the diſtributing of her bleſſings, has hated ſo much. Concerning his buſineſs I can ſay nothing; it is extenſive enough to learn the neceſſary: but what advantage will it be to your friend, to ſee his ſon return in a quarter of a year's time, with leſs common ſenſe, than when he ſent him. Adviſe him to the contrary. But do not ſuppoſe, that I mention this out of any particular deſign; that would be unaccountable, to be ſilent, or conceal a thing to you, which is known to every one, as well as myſelf, and need not be mention'd as a ſecret.

Honour me further with your commands; I ſhall always take a pleaſure in ſerving you, and omit no opportunity, to teſtify how much I am

Sir,

Your friend and ſervant.

Letter

Letter 63d.

Sir,

I muſt mention to you with affiction, the death of my dear huſband, It has pleaſ'd the Almighty, after a ſhort ſickneſs, and in the 44th year of his age, to remove him from this temporal, to an eternal ſtate, on the 4th inſtant.

This death afflicts me greatly; I am thereby placed in the ſorrowful ſtate of widowhood. Favour me with your chriſtian compaſſion. Deign me that friendſhip, which you ſhew'd my late huſband.

I will continue the buſineſs, under God's aſſiſtance. Pray regard my ſubſcription, and honour me with many commands.

Pray God protect you from all afflicting accidents! and preſerve you to the lateſt age, in an unwavering proſperity! I experience, how ſenſible it is, to looſe what one loves. May the ſorrow which I now

feel, preſs you, at the very remoteſt period of life. I have the honour to be

Sir,

Your ſorrowful ſervant.

Letter 64th.

The anſwer.

Madam,

The information of your huſband's death, has grieved me very much. I have felt every thing, that can be experienced, at the loſs of ſo worthy a friend. I ſhare your affliction with ſincerity, and humbly beſeech the Almighty, to retrieve this loſs, by a continual ſeries of bleſſings.

It will be the greateſt ſatisfaction to me, if you pleaſe to entruſt me with your confidence, in the courſe of trade. I have noticed your ſubſcription, and wiſh you

to that, and all your other undertakings a new bleſſing.

I return you my ſincereſt thanks, for your kind wiſh. May you never be ſo ſorrowful again, as at preſent. May gladneſs and contentment always follow you, and a continual fortune accompany you, if your fate is to make me rejoice. Fare well, (always well.) I am with much eſteem

Madam,

Your faithful humble ſervant.

Letter 65th.

Sir,

We refer ourſelves to our laſt of the 16th inſtant, ſince which am favour'd with none of yours.

This ſerves to convey the invoice on

3. Stuck *) Coignac brandy, and
1. ditto of this country.

*) A *Stuck* is 2. hhgs, or 126. gallons.

which we have bought according to your order, and ſhipped on board the Queen Juliana, Capt. Liddel, conſigned to Mr. Claaſen at Altona; the amount is Livres 600: 10: —

We have thls day drawn on ſaid friend, for

Crowns 200: 10: — at 2. uſance, and given him advice thereof; and about the inſurance, we have acquainted him with the neceſſary.

You will find the quality of the brandy, not to be exceeded; tho' the Coignac is a little dear, and ſhould be glad to know the reaſon of it.

Pray acquaint us how you liked the laſt red wine, and whether you want no more of the ſame. This cold weather would favour the tranſporting greatly.

Since we have begun to make repriſals upon the Engliſh, and to bring up their ſhiping; the hopes of reconciliation is entirely vanquiſhed Thence Martinique coffee is, &c.

After repeating the tender of our beſt ſervices, we remain with much eſteem &c.

Letter

Letter 66th.

Sir,

It is a long time ſince I have written to you. You will ſtill be my friend, and pardon my troubling you with this? of which I'm aſſur'd; otherwiſe, I would have adreſſed myſelf to ſome other. Which conſiſts in:

I know that a veſſel lay ready with you to ſail to Lisbon, when the news arrived, of the deſolation of that city, which is not gone away. I deſire to know, whether he has unladed the whole, or only a part? Whether each freighter, at unloading, has taken his goods back, or whether the whole is kept under the care of the magiſtrate, for the Captain's ſecurity? till the bills-of-lading come back again from Lisbon? If a bill-of-lading ſhould be loſt, in what manner, are the goods to be recover'd, and the Capt. freed from all demands? And laſtly, as the captain cannot wait, 'till all the bills-of-lading are return'd, in what manner is he to be ſecured, that he has nothing to fear in Lisbon?

Pray inform me about all these questions; you will highly oblige me thereby. On every opportunity, that you can make use of me, I will testify my inclination to serve you. I remain, in expectation of your answer, with much esteem.

Sir,

Your affectionately.

Letter 67th.

The answer.

Sir,

Your desire need no excuse. Every opportunity that falls in my way to serve you, is a pleasure to me; for which reason, I will communicate to you, every thing I know; concerning the ship bound to Lisbon.

The vessel lay already at the mouth of our river, when the fatal news arriv'd, about Lisbon. The freighters met immediate-

diately, and by a plurality of votes, order'd a boat with an order for the Capt. to ſail back to town again; which was done.

The gentlemen concerned, were not all of one opinion. Some determined to unload their goods again, others inſiſted, the Capt. ſhould purſue his voyage, and others, that he ſhould wait, till later news came from Lisbon. Theſe contradictory opinions, made 5. meetings end, without any effect. The owners of the veſſel appear'd likewiſe, and demanded a requital of the owners, for all damages that might befall the ſhip; which alſo was not agreed to. The firſt brought it at laſt, this length, that the magiſtrate nominated a commiſſion, which decided this prolix affair, as follows; Viz.

1. Each freighter could either take his good away, or leave them in the veſſel.

2. That the whole freight ſhould be paid, for goods unloaded. The one half of the freight, belongs to the ſhip, the other half, towards expences, that would be unavoidable; which, if not ſufficient, the whole cargo to be liable to pay the

reſt, whether on board or unloaded, according to an exact repartition.

3. Each freighter to be bound in the protocol, to deliver his bill-of-lading in 4 weeks time, and the Capt. liable to all pretenſions.

According to the firſt article, part of the cargo was unloaded, in which room, the Capt. had liberty to take in other goods.

According to Article 2d. not only the ½ freight was made good, but all other expences, as ſailers wages and victuals, lighterage, and every thing elſe, requiſite in unloading, from the day he could have put to ſea, till the day he really did (go to ſea.)

The Capt. received a recogniſance from the magiſtrate, for the unloaded goods, ſpecifying, that all goods therein mention'd, according to mark and number, at requeſt of the owner, and by order of the magiſtrate, ſhould be unloaded; and that the magiſtrate of each place, ſhou'd protect the Capt. againſt all demands.

This is what I can mention you of this affair, being the firſt in it's kind that has

hapned

hapned here: God grant it may be the laſt.

I return you thanks for your kind offer; I ſhall make uſe thereof, as occaſion may ſerve, and always revere your willingneſs. Farewel. Do but command me, if I'm further able to ſerve you. I have the honour to remain,

Sir

Your moſt humble ſervant.

Letter 68th.

Sir,

My brother in London, who has the honour of your acquaintance, tells me that you deal in our wollen wares. I therefore take the liberty, to tender you my beſt ſervice, in the purchaſe thereof, viz. Bays, kerſeys, ſhaloons, ſerges &c. are work'd here in abundance, and of the beſt

beſt ſorts. The preſent priſes you'll find below.

Excluſive of purchaſe money, I will deliver you the goods ſafe on board at Hull, for 2 per cent proviſion, and 30^{s}. Sterlings land carriage, toll and other expences. I believe no one ſerves you cheaper. Make a tryal; you may expect truſt and honeſty from me. You will likewiſe find the purchaſe 2 or 3 per cent cheaper than at London.

I ſhall be highly obliged to you, if you will get me acquainted with thoſe that deal in manufactury wares. I will ſerve every one ſo, as that you ſhall hear no complaints of me. In expectation of your worthy favours, I have the honour to be,

Sir,

Your moſt obedient humble ſervant.

Letter

Letter 69th.

With what reluctance do I put pen to paper! yet, I muſt; you have, during our friendſhip, behaved as an honeſt man towards me; I muſt make it appear, that I am no leſs ſo.

Inclos'd I remit you in draughts of my own: viz.

Rd. 550. — on John Peter Herman.
- 675. 36. on John Leisner.
- 874. 12. on John James Smith.

Rd. 2100. 48- in 3. weeks, of the 2d. inſtant; the firſt lie accepted at Mr. Eggerſ's Demand payment, which can not be refuſ'd you. You muſt loſe the remainder of your advanced caſh, by your unhappy friends. I have given too much belief to my friend? I regarded ſincerity, expecting to find it in others, and am thereby reduced to the greateſt commiſeration.

This day's poſt brings me the ſorrowful news, that Meſs. O-- and N-- return my draft with non-payment of 8000 Rd. ſeveral ſmaller misfortunes have not been able to

reduce

reduce me, tho' this failure has; together with the loſs of a lawſuit. I may keep up a few days, and then — Good God, what a misfortune! — muſt give all that I have, to my ceditors.

Pity me, my friend! I am very unhappy, and probably muſt make others unhappy too; May God reward th ſe, who ſuffer on my account. He is my witneſs, how much I take this affair to heart, and how little I'm to be compar'd with thoſe, who in that manner deprive people of their property. Oh comfort me, my friend! before I give myſelf over to deſpair. What a disgrace will ſully my former good name — Horrible thoughts! Do not therfore deprive me of your eſteem, tho' I may deſerve it no more. I am unhappy; ſtill no other blame, can be laid to my charge, ſave that of giving too much credit to my friends — I will retire to Offenbach, and hide myſelf from the world and my friends, throw myſelf into my brother's arms, and give way to the fury of my misfortune. I will paſs the reſt of my days in affliction, with him, repining on my former happineſs. There

will

will expect your comfortable letter. May providence be more faithful to you, than me, protecting you from all disagreeable misfortunes, and retrieve all losses a hundred fold, which you suffer on my behalf. This will comfort me in my misfortunes, that none can be more fully yours.

Letter 70th

The Answer.

Sir,

It is impossible for you to imagine my astonishment, on reading your letter of the 10th instant. Your honesty, your misfortune, your way of thinking, all which has sensibly touched me. Your remittance of the Rd. 2100- testify plainly that you still retain such noble principles, which I always found you possessed of, and which greatly augments my compassion towards you.

I should discover a lowness of soul, in regarding the loss of Rd. 500.- I would

gladly

gladly contribute double the ſum, if that could help you; but I'm affraid the wound is too large, and that I could not aſſiſt you, without deſtroying myſelf.

The bankrupt of Meſs. O. and N. is already current here. We are in hopes, it will not be ſo bad, as was at firſt expected. I heartily wiſh it may not, for your account; that you might have the ſatisfaction, of leſſening the loſs of your creditors. I ſhall do every thing in my power to promote it, if agreeable to reaſon; and ſhould you begin your buſineſs again (my friend), may aſſure yourſelf of my urgent endeavours to aſſiſt you.

Leave off thinking ſo much on your misfortune, it being but ſmall in its kind; Few are ſo free from accuſations as you are. Thoſe, who are reduced by public misfortunes, and not by wilfulneſs, deſerve every one's compaſſion. Comfort yourſelf with that, my friend. Every one that knows you, is ſorry for your misfortune, and would think themſelves inexcuſable, in deſpiſing you, as you think.

It's true, you have given too much belief to Meſſieurs O. and N. The preſent

times,

times, require more caution; ſtill your miſtake is a fault, which every one is ſubject to, who has an extenſive trade. Therefore baniſh all immoderate grief; comfort yourſelf with the hopes, that providence has various ways and means, to lift you up again. Theſe are ſome of the hours of tribulation, deſign'd for us, to try our ſteadfaſtneſs. They do not continue long. After rain, comes ſun ſhine. You may yet enjoy the ſweets thereof, when you have weather'd out the former. Do this, and conſider your loſs, conſiſts in temporal enjoyments; and that your good character can be blam'd by none, with juſtneſs.

I further wiſh your calamities, may ſoon have an end, and that you and I, may once more have the ſatisfaction, of being uſeful to each other again. Deſire this with me. Give my compliments to your brother, and believe, that I'm now as formerly, your

Conſtant friend

and ſervant.

Letter 71ſt.

Sir,

Sometime ago your worthy houſe was recommended me, by my (worthy) friend Mr. A. to purchaſe a quantity of linen. I promiſ'd to make a tryal with you, with the firſt opportunity, and ſee, whether I can find that profit, which he promiſes me.

I can at preſent make uſe of a parcel of $\frac{5}{4}$ broad *Brettagnes*, therefore take the liberty to deſire you to buy for my account 2000. ps. and pack them in 16. cheſts, but above all to obſerve, that the quality of each cheſt augment gradually, and that the whole, do not amount to above 4. mk. 6. ſs. *banco* per piece, free of all expences here. In regard to the goodneſs, the bleaching and making up muſt be recommendable. I hope you will have ſo much left of the laſt ſummer-bleach, as will be ſufficient for my purpoſe, for at preſent, I cannot wait for the ſpring-bleach. I expect your ſending them with all expedition over Lüneburg, that I may be able

to

to ſend them, to their deſtin'd place, by the firſt ſhip.

On tending the ſame, you may draw for the amount on Mr. B. in Breslau, who agreeable to my order, will pay due honour to the ſame. Further, I ſhall be very glad, if this tryal falls out ſo, that I may be animated, to trouble you with more important orders, which will entirely depend, on your regarding my intereſt.

I am with much eſteem

Sir,

Your ſervant.

Letter 72d.

Sir,

Your agreeable favour of 6th. march came ſafe to hand.

I have accepted your draft for Rd.2000:- *banco*, payable to Mr. C — and will pay it when due.

I have found the extract of my account current, you sent, right, and I have Debited your new account, with the balance of Rd. 210 —

If Mr. Fleischer of Hirschberg should draw on you for 4000. Rd. for my account, pray honour it, and acquaint me with the course, as I shall either send you bills at short sight, or order you to draw on me for said amount.

I remain after a kind compliment

Sir,

Your very humble servant.

Letter 73d.

Both your letters of the 28th January and 12th instant, came safe to hand. The first brought me account-sale for my 8. chests *Estopillas*, which I found right, and have booked accordingly; though I cannot imagine, how you could act contrary to my express orders, in disposing of my goods to two persons, payable on

the

the return of the fleet, and my order was, not to sell on longer terms than 3. months credit, but at present, I may wait above a year. A commissioner must not take such liberties on his own account, and would act with more prudence, to regard the owners commands, and, could they not be fulfilled, rather demand fresh orders.

The price you have made for my lawns, has no comparison with the long time of payment, and another house with you, has sold for the same price, payable in 2. months. The linen trade at present runs so, that one has no need to be hasty in selling, rather detain current wares, as they soon will rise.

You give me bad encouragement to send you more goods. I will try once more, providing you will be bail for those who buy my wares, and no otherwise. I expect your declaration by the return of the Post,

And am

Sir,

Your servant.

Letter 74th

Out of a particular regard, and love for you, I have accepted the draughts, as mention'd in your agreeable favour of 25th paſt, for

Rd. 1200:— } at 3. weeks, from the
- 400:— } 25th march on Chriſtian Wurmb, and will pay the ſame when due; but, I deſire you for the future, to excuſe me with ſuch draughts, as it is not my buſineſs, to weaken my credit in drawing backward and forward; and do aſſure you, that I will accept no more of your bills, on this footing, but return them with proteſt.

For the above Rd. 2000:— I expect remittances on ſhort ſight, that I need not draw on you.

As trade ſtands at preſent, I can ſee no poſſibility, that any thing can be done between you and myſelf, to advantage. We muſt wait for more favourable times, as then I'm not unwilling to make a tryal with you.

I am &c.

Letter 75th.

Since your laſt agreeable favour of 6th inſtant, require no further anſwer, I paſs it over with ſilence.

This is only to deſire you, to acquaint me ſincerely, whether Mr. Otto may be intruſted with about 5 or 6000 mk. without danger. By the laſt poſt, he has given me an order for buying ſeveral wares, which will amount to near that ſum; mentioning further, that he will ſend the money on receiving the bill-of-parcel's.

My not knowing this gentleman, and my unwillingneſs to risk any thing, where I am not ſure, that I have to do, with an honeſt and fair trader; will therefore not anſwer his letter, 'till you inform me of his circumſtances, which pray do without loſs of time. If I am able to ſerve you, on ſuch, or any other occaſion, pray command me. In expectation of a favourable anſwer I have the honour to be &c.

Letter 76th.

I cannot but teſtify my diſſatisfaction, in your not giving Mr. Rippel in Paris orders for accepting my draught for your account, of 8000. Livres. On account of my not being acquainted with him, he, for want of your advice, has ſent my bill back with proteſt, which grieves me very much, and weakens my character no little.

I have uſed all imaginable precaution, and could not have even ſuppoſ'd this; being you ſay, you ſent Mr. Rippel a remittance for 8000. Livres, by the laſt poſt for his ſecurance. Therefore, your word is not to be depended on, and for the future I will take care of being plai'd ſuch a trick again.

Incloſ'd account of proteſt expences, the amount of which I expect immediately.

Captain Birk went to ſea yeſterday; I wiſh he may ſoon arrive at your place.

I am

Your humble ſervant.

Letter

Letter 77th

Sir,

Your total silence to three of my letters of — wherein I press you to dispose of my Jaurish linen to the best advantage, surprises me no little. Will nobody buy more linen in Hambro', or have you parcels of other persons in hand, which you prefer to mine? I cannot suppose the last, as I then shou'd be deceived, in that friendship I put in you; I will rather judge that the great scarcity of money, keeps many from buying.

I repeat my desire, and beg you to use all possible means in selling Jaurish linen at the highest price you can get. The sooner the better, that I may be quit of this article, which has lain on my hands 3 years, and look out anew.

What does the last news you had from Lisbon mention? does no orders come from thence for *Bretnagnes*? Undoubtedly a great demand for linen, must come as

ſoon as they are at reſt again, on which account, the price will undoubtedly riſe.

In expectation of your anſwer, and a favourable account-ſales, I remain

Sir,

Your humble ſervant.

Letter 78th.

Sir,

If I had not laid out the greateſt part of my money, in various merchandizes, would gladly have embrac'd your offer, in going half ſhares in a quantity of logwood, as I judge it will turn out to great advantage. But as my preſent Stock will not allow it, I return you thanks for your offer, and will make uſe of it, as ſoon as I'm able.

Do you think it will anſwer, if I ſend you a ſmall quantity of pot-aſhes to ſell, being almoſt determin'd to ſend you, by the firſt veſſel 20. barrels, for my account;

but

but I muſt be ſure, of getting ſomething above the preſent price of 14. mk. or at leaſt, not to looſe any thing. Acquaint me with your opinion.

I ſhall be extreamly glad, if you could get in my demand from Mr. *Hans Jurgens*, though I would not have you to uſe him very hard, unleſs you find that he is in the point of failing.

What is ſaid with you about broun ginger, and what is its price at preſent? I ſhould be glad to know it, to take my meaſures according, with a quantity that is offered me.

I am yours &c.

Letter 79th

Carrier Claas got hither yeſterday with your 5 caſks of yarn Nº. 10 a 14. Juſt when Capt. Dixon was ready to weigh anchor, and ſail for Hull; I have had much difficulty to get him to take the 5. cheſts in. Inclos'd you'll receive the account of expences, amounting in Louis d'ors Rd. 15. 20 gr. which pleaſe to credit my account

account for. By this days poſt, I ſend the Bill-of-lading to Mr. John Eggers at Hull.

The Capt. got under ſail yeſterday, and as the wind is fair, I hope he has got to ſea already. God grant him a ſafe voyage.

Two ſhips are on the birth for London, and will be ready to ſail in 14 days. Have you any goods for that place, muſt not delay ſending them.

After a tender of my beſt ſervices, I have the honour to be with much eſteem &c.

Letter 80th

Dear Sir,

Eight days ago I had the honour to acquaint you of the arrival, and ſhipping of your 5 caſks of yarn; which this confirms.

It is with great regret, that this muſt be the meſſenger of bad news; as information came yeſterday, that the ſhip founderd on the coaſt of Jutland, and the whole

whole crew periſhed, together with the cargo, and there is little hopes of ſaving any thing.

This misfortune grieves me the more, as I know your 6 cheſts of linnen is not inſured, conſequently muſt bear the loſs alone. May the ſupreme being make amends for this, by other advantagious commerce.

All the freighters of this veſſel met together to day, and reſolved, to ſend a perſon acquainted with ſuch matters, to the place of ſtranding, that, in caſe any goods ſhould drive aſhore, to reclaim them, and take proper care for all, and report to the two deputies, appointed.

As freighter of your 6 cheſts &c. I have conſented to this, as judging it requiſite and juſt; I hope you will not take it amiſs, for if it ſhould, contrary to all opinions prove fruitleſs the expences will but amount to little.

Providing any thing be ſaved, I ought to know the contents and value of your 6 cheſts. Sent me the account thereof, that I may not be the hindrance of any delay. I expect your further orders, how I'm to proceed;

proceed; I will comply with your desire in every thing, and use all means, to prevent your loss, convincing you that Am, now and always,

Dear Sir,

Your friend and servant.

Letter 81st.

The person who was sent to take care of the goods, out of the lost ship, inform'd us yesterday, of having found several wares, according to a list sent in. Amongst which, is one of your chests, according to the mark, I wish it may prove to be so. Several pieces of linen have swam ashore, on which no known mark is visible. We expect by the next post, a more circumstantial account, of his occupation.

The account you sent me by your last of 5th instant, shall be made proper use of, and act in this affair, according to the

the free liberty you have given me, as if the loſs fell really to my own account.

Depend on it, and be aſſured, that I will not fail, of acquainting you with what happens, as ſoon as I'm inform'd of any thing.

I have the honour to be &c.

Letter 82d.

By your agreeable favour of 6th inſtant, I find you intend to make a tryal with me, after the method I ſerve others, that is, granting me free liberty, according to the times, to lay out L. 20 or 30,000 in ſuch goods as I think fit, for your account. I will not be backward in fulfilling your orders exactly, that for the future, you may have reaſon to intruſt me further.

Trade is at preſent in ſuch a condition, that one is at a loſs, how to transact to the greateſt advantage of one's friends. Though, in all probability coffee and ſugar muſt riſe, at leaſt the price will not run lower, as our American merchants

have

have ſent no ſhiping to the iſlands, conſequently can expect nothing from thence and nothing is to be traced, unleſs that market be ſupplied by the great quantities of coffee and ſugar, brought thither by the Engliſh, which, if that ſhould happen, my purchaſe will not advantage you much.

We are well provided with indigo, and brown ginger will at preſent but render little with you. I muſt deſiſt entirely from wines, as you ſeem to have no inclination for fluid wares, tho' my opinion is, by reaſon of the very low price, ſomething extraordinary might be gain'd thereby, eſpecially if you have an opportunity to keep it ſome time, and wait till the price riſes.

On a mature conſideration, I am apt to think, the beſt method will be, to get an opportunity o buying a good ſort of Martinico coffee, from ſuch as are in want of money; I will do mybeſt, and if it falls out to my deſire, ſend you the wares by the firſt ſhips opportunity, acquainting you with the neceſſary.

Several

Several goods are sold here, on 3. or 4. months credit, tho' one does not reap so much profit, as on paying ready money, thence, you will not mind it, but rather leave the whole management to me, and be assured that no one is more faithful than. I &c.

Letter 83d.

I am sorry that I cannot effect your orders in buying 2000. *Stiegs* *) of Paderborn linen, at your limitted price, as the sellers will not remit a farthing of their set price; will you give a few pence more, I can make the bargain, and send you the goods by the first opportunity.

For your sincere wish towards the continuation of my health, I preserve your constant propensity towards me with a great deal of adherency. I hope the supreme being will lead you through this year, which I hope you have begun with pleasure, in health and prosperity; granting

*) A *Stieg* of linen contains 20. pieces.

you ſuch advantages, as you in reaſon may deſire. God protect you and yours, and maintain that friendſhip which I will endeavour to cultivate on my ſide, with ſincerity.

Whether I ſhall come to ſee you next ſummer or not, I cannot tell; ſhou'd it happen, then I will divert myſelf with you in that dear Altona.

I remain with much eſteem &c.

Letter 84th

This day we receiv'd four mails at once, by which I got your agreeable favours of — with bill-of-lading and invoice for 100. barrels of rice, bought for my account. I have examin'd the invoice, found it right, and credited your account — for the amount.

On ſaid account

Your draught for L 300:- on John Peterſen, is accepted, and your account debited for the ſame.

If the Capt. does but ſoon arrive with the rice, the enterprize may fall out to great

great advantage, if not, the contrary is to be expected.

Have you any inclination to go $\frac{1}{2}$ ſhares in a quantity of yellow Maryland tobacco, as I am determin'd to lay out about 3. or 400. L. for my ſhare. If you find this adviſeable, endeavour to look for good wares, but the priſe muſt not exceed above 3. L. we are in great want of a good ſort, but the brown bad ſort we have enough of.

Your two drafts for

L. 100:— } at 2. uſance on Chriſtian
- 150:— } Koopmman.

I will endeavour to get accepted and ſhould they be refuſed, will on proteſt accept them for your account, and keep them till demanded, by a 2da draft, on which you may depend.

Your inſurers of the loſt parcel of ginger per Cap^{t}. Bookes, make ſeveral oppoſitions, about the expences of the Diſpacheur *), which is very unjuſt. Our

*) A *Diſpacheur*, is a ſworn perſon in Hamburg, who has the ſole care of regulating ſea damages, as demurrage, wrecks, ſalvage and average &c.

rules of insurance mentions expressly, that both the insurer and insured, must submit to the decision of this person. I will make this appear to them, if they do not soon comply, and pay without more ado.

I am vastly obliged to you, for your information of Commerce with you. I pray proceed, and further oblige him who remains with much esteem &c.

Letter 85th

I was on the point of not writing to you again to day, and then what wou'd you have thought of it? I must confess, you may accuse me of negligence, which is almost unpardonable, and may be you do it: Shew once a greatness of mind, which is not to be equalled, and forget my faults, which you may do the easier, as my long silence, has not been the cause of any loss to you.

According to your desire, I have sold your 20. bales of pepper by public auction and tho' damaged, got a higher price,

than

than found wares fell for on change. What do you think of that? The envy of the buyers one againſt an other, has been the reaſon of their own loſs, and your profit; May they always do ſo, when your goods are at ſtake; neither you nor I will clamour at it. But, pray ſend me no more ſuch damag'd good, things may chance to alter. Bought wit is generally beſt.

Finally you get the account-ſales. Let it be examin'd, and when right, debit my account for mk. 3540: — being the neat-account; and credit my account for the two incloſ'd bills, for

f 450: — } at 14. days ſight, on John
- 1050: — } Burton, diacon by Benj.
——————— von Mechel.

B°. f 1500:— at 33ſt. mk. is B°. mk. 1818:3—

The remainder ſhall be remitted as ſoon as receiv'd.

What's the price of logwood with you, and what does people judge of it? It ſells well here.

I recommend myſelf to you after a tender of my beſt ſervices &c.

Letter 86th.

Sir,

Amongſt the many ſhips that arrived here laſt week, is yours called the Prince Chriſtian, which after having weather'd out ſeveral ſtorms, is free from damage. The Capt. has already begun to unload, and expects to be empty next week. I have uſed all poſſible means to get hin a profitable freight, but has been hitherto without effect, as too many veſſels are here. As ſoon as the freight is come in, will inſtantly remit you the ſame.

Pray for the future be ſo kind to conſign your ſhips to ſome other, as my other extenſive buſineſs, makes it impoſſible for me to uſe that diligence for your intereſt, which I ought to do. You will find a better account, in conſigning to ſuch perſons, who have always ſhips on their hands. Thoſe who want ſhips, apply to them, inſtead of which, I muſt depend of the broker. I have made your capt. acquainted with ſome ſuch houſes already,

who

who can beſt inform you, which he likes beſt.

If you chuſe to favour me with ſending all kinds of linen, to ſell for your account, I hope to convince you, of having the beſt opportunity, to make a ſpeedy and profitable ſale, giving you all manner of ſatisfaction. I recommend myſelf in the beſt way, always remaining

Sir,

Your moſt humble ſervant.

Letter 87th

Sir,

My years of apprenticeſhip with Mr. Gontwid, being finiſh'd, I am determin'd to begin buſineſs in my own name. My trade will chiefly conſiſt in commiſſions, undertaking nothing for

my own account, to teſtify to thoſe who intruſt me, of my ſerving them well.

Thoſe who ſend me goods to ſell, I will allow them, according to circumſtances, to draw on me for $\frac{1}{4}$ or $\frac{1}{2}$ of the amount, at $\frac{1}{2}$ pro cent intereſt, till the money ariſing from the ſale comes in. If required, will ſend other goods in the room thereof, and allow the ſame time for payment, which is allow'd here. Here are opportunities enough, for diſpoſing of goods, and I hope to uſe my friends ſo, as to merit their recommendation.

I thought proper to inform you hereof. I flatter myſelf, of being favour'd with your commands. One tryal will convince you, that I'm worthy of your confidence. If you chuſe to make a beginning, I would adviſe the brown powder-ſugar above any thing elſe; which will turn out very well.

I recommend myſelf to your friendſhip, and remain in expectation of many commands, with an eſteem, not to be augmented

Sir

Your obliged humble ſervant.

Letter

Letter 88th.

Sir,

Your, agreeable favour of 21th instant with the inclos'd six bills of exchange for L 1000:- came safe to hand. Your magnanimity and honesty, which is visible thereby, touch me in the most sensible manner, as I find your good intention cannot have the wished for effect.

My affairs are in such a condition, as not to be helpt. The sum I loose by Mr. N— in Paris, is too important, and the last letters mention, that the whole will render little or nothing. Most of my enterprizes since, have fallen disadvantagiously out, and weakned me so much, that as the times go, I shall not be able to recover it in 10. years. What shall I do? I see no other method, than, resigning all I have to my creditors, and wait their goodness, what they will do with me. This I will do to morrow. To make the best use I can of your generosity. I return the six draughts for L 1000:- back

again, that your lofs may not be augmented through my negligence.

According to a ripe calculation, I think I can pay 75. per C. providing my creditors will have a little patience. Will you contribute thereto, perſwade Mr. Kruger, to whom I'm 5000. Rd. indebted, to accept this offer. If the greateſt are willing, the ſmaller muſt follow.

Your demand being ſo ſmall, contributes greatly to my ſatisfaction. I am obliged to none ſo much as to you; and if God pleaſes, I ſhall weather this ſtorm out, experience ſhall ſhew you how much I am &c.

Letter 89th.

Sir,

If I did not act with diſcreetneſs towards you, I ſhould have accepted your offer mention'd in your favour of 28th. march, in buying various ſorts of merchandizes, according to order, and for the uſual proviſion; and wait 6. months for payment.

ment. But as I'm accuſtom'd to uſe my friends with ſincerity, expecting to profit no more than my bare proviſion; obliges me to leave your orders unfulfilled.

The cuſtomary method of ſelling here, is for ready money; that is 4. weeks; therefore judge yourſelf, if thoſe who muſt be in advance for 6. months, can do it for nothing; I do not believe it. Undoubtedly thoſe who do it, will have a method of indemnifying themſelves. You may alledge, your making uſe of the money to advantage, in that time: to which allow me to anſwer, that this method of borrowing money is valuable, and would pleaſe people, leſs to be credited than you; having no more to ſay.

If you pleaſe to give credit to my upright aſſurance, make a tryal with me, you will viſibly find your profit thereby, and honour me further with your commands. All I require, is to draw on you, at the time you order me to purchaſe; unleſs you chuſe to remit me.

To act with honeſty, is the beſt foundation, of promoting a durable correſpondence, and retaining the good opinion

of

of ones friends. You may expect the ſame from me, as none can be more yours &c.

Letter 90th.

Sir,

I have not written to you during the ſpace of 6 months. Should you aſk the reaſon? acquaint me firſt, what I ſhould have written about. You having once declar'd to ſend nothing hither for your own account, and I never order any thing from your place, conſequently our correſpondence would have been of no manner of uſe. Yet more, would you have me to enrich the poſt, by writing often? I think not. I hope your friendſhip towards me, will be as uſual? I hope you love me ſtill? I really expect it, as it diminiſhes my miſery.

I have long detain'd from ſpeaking on a misfortune, which you probably expected at the beginning of my letter. I tremble at the very thought, and more ſo, to

write

write of it — But I muſt do it. You will have heard of the deſtruction of our city; ſhe is no more. The famous, the wealthy Lisbon, is changed into a heap of rubbiſh, and we, her unfortunate inhabitants, rendered worthy of pity. This you know already, but not, that I am one of thoſe, who was in the jaws of death — I am not able to think on that unhappy day. Aſk me not to explain to you, how the earthquake begun; I know nothing of it.

You know the 1ſt of november is a great holy day amongſt the roman catholicks, and eſpecially here, and on ſuch occaſions, we remain in our houſes. I was in bed at 9 o'Clock, when ſuddenly my houſe began to crack; I leapt out of bed, threw ſome clothes about me—inſtantly followed a ſecond ſhock; this made me quit my houſe, I got into the open ſtreet, where all was in confuſion, I fled with the reſt, without knowing whither. All that I know, is this, that all houſes round about me, fell with a moſt terrible claſhing. At laſt I got into the fields, feeble, and out of breath. Here I lay down, ſubmiting myſelf to the will of God, when

every

every agitation threatned the ground with a total ruin. On coming to myſelf, I found ſeveral acquaintance with me, as comfortleſs, and as wrechedly dreſſed as I was. At laſt the earth ceas'd from trembling. We turned our eyes towards the city — How frightned, to ſee a total delapidation. What ſhould we do? we ran to the Tago, to ſhelter ourſelves in a ſhip; which we found by a Cap^t. of my acquaintance. He uſed us kindly, giving us what meat and apparel he could ſpare. God will reward him. This is the 6^th day, and ſtill with him, viewing a furious flame, which has from that time raged in the bowels of the city, deſtroying every thing, which the earthquake could not do.

Behold my friend, in ſuch a ſtate we are in; heaven has viſited us in this manner. Calamity and diſtreſs is amongſt us; we are all naked and deſtitute. The Lord will have compaſſion with us, and preſerve us from a final deſtruction.

Remem-

Remember me to your friend Mr. de Vofs, let him read this letter. I am not able to write to him to day, and acquaint him that all his goods are burnt — The pen falls out my hand; at the very thoughts —

What I fhall do, I know not — The earthquake continues yet; what it further will do, is unknown to us — Have compaffion with me — Pray to God — Implore his mercy for your friend, and remain further my favourite. I am your humble fervant in affliction.

Letter 91ft

Sir,

You will find by the inclos'd account current, that you are 545 Rd. in my debt fince the year 1754, which is above 2 years. My circumftances will not permit me to wait longer; I therefore defire you to acquaint me, whether we agree, which if found right, remit me the money as

foon

ſoon as poſſible, that I may balance this poſt in my books.

I have the honour to be always.

Sir,

Your humle ſervant.

Letter 92d.

The Anſwer.

Sir,

You make a demand of a debt, of 2. years ſtanding, tho' you know how punctual I am in diſcharging the ſame. It aſtoniſhes me very much, and the more, as I find a receipt, where the very day of payment is mention'd, amongſt my papers. One of my clercks who was at that time at your town, paid it, and on ſending me the receipt, mention'd your not being at home, but one of your clercks receiv'd the money, and gave a receipt.

Let

Let your books be examin'd, to see if this post has not been forgot, to be placed to my account; and let me know immediately. whether you have found it or not. I am very uneasy about it. This is the first time of my being dun'd; It grieves me in a very sensible manner, being of so long standing. I know what dilatory payments may do to a merchant; and have hitherto avoided it, as much as possible, in paying either on, or before the day appointed, which I will always observe for the future.

In expectation of a speedy answer, I remain with much regard

Sir,

Your very humble servant.

Letter 93d.

An answer to the former.

Sir,

As much as you are astonished at my

demand of a debt of 2. years ſtanding, I am as much ſurpriz'd at the contents of your letter of 4th inſtant.

Without troubling myſelf at the rigorous expreſſions mention'd, wlll diſcourſe with you, about the main point.

I noways doubt of your having a receipt. I depend too much on your word; ſtill, I can not imagine, how you got it. The fraud muſt lie ſomewhere, be as it will. My book-keeper has poſted no article wrong, nor is it poſſible my banker ſhould forget it. By reaſon of the great hurry of buſineſs, my trade occaſions, I am obliged to count my caſh every 14. days, to ſee if it agrees with the caſh account. If too much, or a deficiency is found, thence, either a miſtake in poſting, or too much has been paid, or received. Hitherto no over-plus of Rd.ʂʂ☉:- has been found. For certainty's ſake, I have had my books looked over, to ſee if that ſum has not been put down to a wrong account; but find no ſuch thing, not even that ſuch an article, has been entered the whole of that week. I do not in the leaſt doubt of the honeſty of my

banker

banker; who has ſerved me 16. years, without ever finding him guilty of an unjuſt action, for I always keep a watchful eye over all my (ſervants) clerks.

As poſitive as I am, of your paying every one at the day appointed; even with the ſame certainty, may you be aſſured, that no one can accuſe me, of having booked a debt twice over, for which reaſon you ſhall not be the firſt. Nothing is more certain, than that a fraud muſt have been committed; but by whom, can not be ſaid, without a ſtricter examination. Either by your clerk, or mine; one of the two, muſt be a rogue. I can ſcarcely believe that mine is guilty, having never had any reaſon for ſo doing.

The beſt and ſhorteſt method, will be this, to examine the incloſ'd hand, with that of the receipt; do they agree, then I know whom to accuſe; if not, you muſt find the cheat in your own houſe.

Farewell. Eaſe me ſoon of this trouble; I deſire it of you, remaining

Sir,

Your ſervant.

Letter 94th.

Sir,

I embrace every opportunity of being ſerviceable to you, with the greateſt ſatisfaction, hence I can not refrain from making you acquainted with Mr. Flügel. He is indeed a very worthy gentleman, from whoſe acquaintance you may profit greatly.

He deſired me to recommend a friend in your town to him; and have done it in your perſon, aſſuring him, that you will regard his intereſt, with the ſtricteſt ſincerity. You may expect his writing to you very ſoon; I rejoyce at it, and wiſh you joy thereby.

The ſorrowful news on the deſtruction of Lisbon, is viſible in the face of every merchant here, where there affliction is deſcernedly painted. You know how that place and this, are enjoined together in trade. I pity thoſe, who by this misfortune, are obliged to leave off trading, on account of their great loſſes. This misfortune will extent itſelf far and near,

for there is ſcarcely a trading town in Europe, which will not feel this effect. Thanks be to God I am free!

Trade is entirely at a ſtand here, and prices very low; as you will find by the incloſ'd price-current. If a war does not break out between England and France, no conſiderable rending can be expected. If you find it neceſſary, to have any thing bought, I ſhall expect your orders. Experience will ſhew you, how diligent and laborious I am in ſerving you. I can ſay no more. I recommend myſelf to your favour, and remain with due regard

Sir,

Your obliged humble ſervant.

Letter 95th.

Anſwer.

Sir,

Your agreeable favour of the 15th march,

came safe. I return you many thanks for recommending me to Mr. Flügel. I have receiv'd a letter from him to day. He seems to be a very honest and polite gentleman; I will not fail, in transacting for him in such a manner, answerable to the character you have given him of me, and where with he may be content.

Your opinion is very just, about the misfortune of Lisbon, rendering a great many people poor. I am glad you come off without loss: I'm not so happy: still, I have great reason to return the Almighty thanks, that my loss is of such a nature, as to be easily born withal.

You excite me to buy some of your town goods, because the prices are so low. I'm convinced of your good intention, and have incloſ'd a list of such wares, as I have the best opinion of. The buying of which I refer to your own option, as I do not find it necessary, to desire you to regard my intereſt. Should I have occasion for any thing else, I will inform you thereof.

Towards this purchase, I incloſe you 4. drafts for 4000: Rd. at one usance, on

John

John Peter Hempel. Do the neceſſary therewith, and credit my account for that ſum. You may ſhortly expect more, and on my receiving the bill-of parcels, the remainder.

I have no more to add. I recommend You to God's protection, and remain

Sir,

Your obliged humble ſervant.

Letter 96th.

Sir,

After a long and tedious journey, am thank God, got ſafe here. This place pleaſes me very well; I have already taken a houſe, fit for my buſineſs, and am getting it furniſhed, in a genteel and commodious manner. Permit me on this occaſion, to acquaint you with my intention, and what rules I intend to follow.

I think it the greateſt folly, when young beginners in trade, inſiſt on having every thing in the moſt magnificent and ſplendid taſte; many ruin themſelves thereby. A reproach in pride and greatneſs, never remains alone; it has ſeveral dangerous conſequences. It requires a great expence, and where this takes place, one's willing to make it appear: thence a merchant neglects his buſineſs; that allotted time, is ſpent in company, gain decreaſes, charges augment, and when driven to the greateſt height, one becomes inviſible, and repents on paſt follies, when too late. Do'nt I judge right (my friend?)

To the clerks you have engaged, I think it will not be amiſs, to add one more, who is acquainted with the trade of this place; I think ſuch a one will be of great advantage to me. I will refer the commencement of my trade, a few months, and make myſelf firſt acquainted with the ſituation of this country. I thereby will be able, to buy ſuch wares as comes to this market, from the firſt hand, and ſuch as I afterwards can expect no complaints of. In the few days of my reſiding here, I

find

find a great difference of prices. Such goods as one gets from the fabricks, in ſmall towns, is a great deal cheaper, and better, than here in town. If one does not look into ſuch things, how eaſy it is trade backward in the world.

This I hope to avoid. You are acquainted with my ſtock; you have added much to its augmentation, for ſeveral years together. You know how I carry on my buſineſs; for the good management of which, I am indebted to you. You have made me ſenſible, what a noble ſpirit, and diligence is — For which I will always be thankful. I hope to transact my affairs in ſuch a manner, as will encourage you to aſſiſt me with your adviſe.

One thing I have obſerved here, which I muſt acquaint you with. Here are but few diſcreet merchants. He who can not cheat with an air, is not eſteem'd. A maſter in this art, is dignified with the title of *great*. I will take care of becoming great, after ſuch a manner; my chief care will be, to merit the character of an honeſt man.

You can ſcarcely believe how much roguery is committed here ; it is eaſily diſcovered, for thoſe that do it, are proud of its being known, to encourage others to do the like. I would ſend you a liſt of the heads of this claſs, if I did not know your worth too well, to be pleaſ'd with the faults of others. My youth does not bar me, from beholding ſuch abominable actions with terror, and from ſhuning them. Depend upon it, I will always think and act, as you have taught me.

Adieu. I remain aſſured of your unalterable eſteem

Sir,

Your affectionate
and obliged humble ſervant.

Letter 97th.

The anſwer.

Dear Sir,

I was extreamly glad to hear of your ſafe arrival,

arrival, and your good health, as alſo, that you like your place of abode.

You do very right in furniſhing your houſe, only with what is neceſſary. Your reaſons for ſo doing,are ſo very important, that I have nothing to add.

Your deſigning to take a ſecond clerk,is undoubtedly requiſite. Will you permit me to give you advice here? endeavour to get an able book-keeper, and do not mind 100. Rd. for wages. To keep books in good order,will require one perſon alone, eſpecially by your undertaking. If you free yourſelf from this buſineſs, you can then apply more diligently to other things. It remains nevertheleſs neceſſary, to look over your books at ſpare hours, to prevent all diſorders.

I am very much aſtoniſhed at your remarks on trade there. Is it poſſible, that any one can go that lenght for gain, and become guilty of the moſt infamous roguery? If I had known this, I would never have aviſed you, to ſpend your days of proſperity, in a place ſo dangerous. You know, I'm acquainted with it no further, than by Mr. Koch, who has always behaved

well

well towards me. I hope this worthy friend, will encourage you to goodneſs, by his good examples. This and your natural inclination to virtue makes me eaſy. I am ſure, you will not allow yourſelf to be led aſtray, by all the perturbations there in uſe. You know me. You know how much it wou'd afflict me, if you fled from the paths of virtue.

The love I bear you, obliges me to give you a few more leſſons, the obſerving of which, will be uſeful.

Firſt, on people ſending you goods to ſell, or order you to buy, never let yourſelf be governed by the love of gain, to take more, than is your juſt due. Be content with the uſual proviſion, charge the goods exactly with what they coſt you, and no more expences, than you have really laid out, without ever thinking on an unjuſt gain. Thence your buſineſs will increaſe, and every one will truſt you.

Secondly, never deduct the leaſt from them, who live by day labouring, rather augment your goodneſs, by a timely preſent; ſuch like gifts have a great effect.

Your

Your intereſt will be well regarded, and your work will go on with pleaſure.

I had this to add to the good intention'd admonition, which I do with a great deal of pleaſure. Your regarding the ſame, will give me the greateſt ſatisfaction, for I love you as uſual, and will always do ſo, remaining

Sir,

Your real friend
and ſervant.

Letter 98th.

Sir,

Though ever ſo unwilling, tho' it grieves me ever ſo much, I am forced to acquaint you with my wretched circumſtances. Judge how it afflicts me to acquaint you, that I am not able to pay my debts.

You have known me twenty years ago; you know what pains I have taken, to get

my

my bread honeſtly; no one can accuſe me of an errour, committed in the courſe of my trade, or that I have maliciously brought this misfortune upon myſelf, All this you know; nevertheleſs, I muſt acquaint you with my real circumſtances, to prevent all prejudice againſt my honeſt character.

Twenty years ago, I began trade in this place, with 20,000.- mk. ſtock; and from that time, to 14 days ago, I found myſelf worth about 180,000.- mk. As alſo 60,000.- mk. at intereſt, at 4 per cent. Out of that I am indebted, here, and in foreign parts 37,857.- mk. incluſive your 5873. mk. 6 ſs. for which I am very ſorry for; I have undergone ſo many loſſes, within the ſpace of 14 days, as can ſcarcely be imagin'd.

By the bankrupey of Mr. C— I looſe 27,638. mk. That was followed by Mr. N— This honeſt gentleman has been forced to commence bankrupt, on account of ſeveral great and known loſſes, my demand on him is 19,564. mk. By the conflagration of Lisbon I looſe 87,855. mk. and in bad book-debts 48,367. mk. I will

make no mention of other trifling accidents. It is ſufficient they have brought me ſo low, that I cannot pay above 40. per Cent.

It now depends upon my creditors, whether they will ruin me entirely, or ſet me up again. I can not ſufficiently praiſe the generoſity of Mr. D— who gives me leave to make uſe of the 20,000. mk. that I owe him, 'till I can pay him with eaſe. My intention was to have paid the 40 per cent immediately, and if fortune did not frown too hard upon me, was in hopes of paying 10 per Cent yearly, conſequently diſcharge my whole debt in 6 years, together with 4 per Cent annual intereſt. Can I do it ſooner, I will, with all my heart.

Pray weigh this matter my friend, and if poſſible perſuade Mr. A. & B. to accept my propoſal. I hope in a little time to bring my creditors here, to do the ſame.

I acknowledge the love you have hitherto ſhewn me, with an upright heart. It ſhall redound to your honour, the days I have to live, neither will I ever ceaſe to eſteem you &c.

Letter

Letter 99th

The answer.

Sir,

Your favour of 10th march amazed me very much. It grieves my very heart so much more, being quite assured, that your former behaviour has always been very just, and that you have not brought this misfortune upon yourself designedly. Let this comfort you. Your circumstances may become better again, if you do not loose all hope yourself.

The several losses you undergo, and especially that of Lisbon, is sufficient, to weaken the greatest merchant. No one can blame you about the last; as proceeding from the hand of the Almighty, His chastizements are a secret to you; we must kiss the rod, revere his will, and lay our hands on our mouths.

I agree to your proposal of paying 40. per cent can you afterwards pay the remainder; well and good; and if not, I can bear the loss thank God. I will take

no

no intereſt of you. You may uſe that as part ſtock towards your new undertaking.

I have communicated your caſe, to Mr. A. & B. in the moſt emphatical manner; they have promiſ'd me to enter into your offer; each of whom will acquaint you of it to day.

As ſoon as you have agreed with all your creditors, I will aſſiſt you as much as poſſible, having always looked upon it as a duty, to aſſiſt men of worth in diſtreſs, whoſe honeſty and induſtry are known.

Pray God protect you for the time to come, againſt ſuch like misfortunes, and ſupply this loſs many-fold. I remain with ſincerity

Your friend and ſervant.

Letter 100th.

An other anſwer.

Sir,

You declare yourſelf a bankrupt, and

cauſe me and two other honeſt people, to looſe ſuch large ſums. Indeed, I never could have ſuppoſed this of you ; but this is the caſe, when one gives credit to others. You are may be your own judge; you know, I have always uſed you well, allowing you the uſe of my money 4. years together, without even demanding it but the way of the world is, to render evil for good.

This ſerves to acquaint you, that neither Mr. A. & B. nor I, will conſent to your agreement. We are determin'd to recover our payment, by the rigour of the law, and bring the whole under the ſtatute of bankrupey. That's our intention; thence you may take your meaſures.

It's true you are unlucky, but then you have been the reaſon of it. You ought not to have been ſo extenſive in the beginning, and more careful. After pride comes poverty. Let this be a warning to you hereafter, if you ſhould happen to begin trade again.

This

This is what I had briefly to mention.

I am

Sir,

Your ſervant.

Letter 101ſt

Sir,

This day ſennight was my laſt to you; which you have undoubtedly received. Since which carrier Behr has brought the caſk of indigo, No. 1.

On opening it, I have found the indigo very moiſt. It would have pleaſ'd me better, if you had got it made dryer, before you ſent it; May be you had done it, if you had not ſuppoſ'd our having occaſion for it, againſt the approaching (Meſs) fair. I muſt try what I can make of it.

Inclos'd you receive the original bill-of-parcels. for the above mentioned cask, to be produced on receiving the average-agreed for. I believe you will have no occasion for it, as you have settled with the insurer; nevertheless he must pay 10. p. C. for the insured sum? hence I judge the bill-of-parcels to be useless. Acquaint me if I'm right or not.

According to invoice, and account of insurance, you have charged the course very high. I hope it will signify nothing? Pray inform me, how you get French value insured there. Is it fixed, or, is it to be determin'd, according to the course of exchange? Can not one likewise insure a presuppos'd gain of 10. p. cent, above the prime cost? Your instructions about this will be highly agreeable.

I salute you kindly, and remain.

Sir,

Yours to command.

Letter 102d.

An Answer.

Sir,

We are glad to understand out of your agreeable letter of 28th of last month; your having receiv'd the cask of indigo N°. 1. We should have had it better dryed indeed, if we had not partly, been afraid of the approaching fair, raising the freight, and partly, we believ'd you would be glad to get your goods in due time, thence we judged to send it by the first opportunity. We supposed it was dry enough, as not to suffer any damage on the road, hoping that you would not misinterpret our doing so.

Inclos'd we send you the original invoice back again; we have had it copyed, which is sufficient. Notwithstanding the insurer's payment of the 10. p. C. the account must for all that be deliver'd to the *Dispacheur*, *) by which according to its

 value,

*) A sworn person in Hambro' only, who has

value, with that of the whole cargo, and veſſel, he is to make out the grand-average. This account includes, all expences, towards ſaving the ſhip and cargo. The 10. per cent which Mr. N— has paid as inſurer, towards ſpecial-average, the freight, the ordinary average, charges for bringing the caſk from Coxhaven, the new one, and all other expences, is to be paid out of it. If any thing remains after all this is paid, of the 10. p. C. as then it belongs to the inſurer.

We have put down the price of the caſk, according to the ſtipulated expence in french money, together with the premium of inſurance, which are arbitrable, and even the premium paid may be inſured: that is the reaſon, the inſured ſum is larger than the invoice calculated according to courſe.

There is no fixed price, concerning the inſurance of goods; which may be either high or low, as the owner thinks fit. Thence it is permitted to inſure an imaginary

has the ſole care of regulating ſea damages, and may not improperly be called a ſhips-book keeper.

ginary profit, together with the prime coſt.

When the Despache *) is regulated, the inſurer muſt make the grand average good, according to the value of the goods inſured. The 10. p. c. before mention'd towards the ſpecial-average, has nothing to do with the other, but uſed towards clearing ſmall expences, and as a recompence for damaged goods, or as an aſſiſtance towards the ſale thereof.

We judge to have anſwered your queſtions ſufficiently. We ſhall be glad to hear your being content therewith. We remain &c.

Letter 103d.

Sir,

The contents of your letter of 16th inſtant, appears ſo contradictory to your

 former,

*) A term uſed only in Hambro', ſignifying to make up the account of damages, according to the quantity of goods each perſon had on board.

former, that I can get no kind of insight into this affair. In your favour of 14th November, you mention *I have receiv'd the money, and only want to know, what I shall do &c.* That demonstrates, if I understand German, that the money is in your hands, at my disposition. It therefore lay at my option, to act as I thought proper, as long as you had not remitted me the money. Thence I could believe no otherwise, but that the cash was as safe in your hands, being a person skilled in trade, as in the hands of any other of my friends in your place, at my disposition. I mention'd to you in my letter of 26th November: *To leave the* 570. *Rd. in your hands, till further order and fully assured you at the same time, that you had nothing to fear from thence.* This I think was sufficient, to prevent you from paying the money.

In your letter of 7th December, you write quite otherwise. Using these words: *Not to keep the money so long at my disposition, till Mr. N— had given his consent thereto, will therefore part with it.* Had you but known, what you had writ-

ten

ten before, and willing to keep your word, this had never proceeded out of your pen. Whether you know, that you contradict yourſelf, or not, I maintain nevertheleſs, that you had no right to pay the money without my conſent, as long as juſtice and equity takes place, and according to my opinion, this can not be put in oppoſition againſt the law. On throwing all your declarations together, ſerve only to make me poſitive, that you have the money ſtill in your hands, and that I have nothing to fear from thence. My anſwer to your laſt, repeated my deſire, of your not parting with the money, againſt my orders.

Put yourſelf in my place, and judge then, what I thought; where you ſay; *The remitted* 570:-*Rd. are paid to Mr. N— agreeable to your firſt order.* How this is to be connected with the former, I really do not underſtand. Contradictions ought never to take place, in regular correſpondence, and honeſt dealings; and on peruſing your laſt letter, find that all your letters contradict each other, which

is greatly to be blam'd in a downright honeſt merchant.

I have as yet receiv'd no anſwer from Mr. N— on my laſt to him. Let him anſwer what he pleaſes, it's equal to me. I have only to do with you, as you are the perſon I intruſted my money with, from the time of redemanding it, untill now. If you had paid it, before the receipt of my counter-order, I muſt have been content, and you freed from vindication. This has not happen'd. All your letters ſerve me as a demonſtration, and will juſtify me in the eyes of every one, acquainted with mercantile accidents. No one will diſpute my right; which I will endeavour to recover, on receiving your categorical anſwer.

Your being ſorry, if any diſputes ſhould ariſe between Mr. N— and me, and the like expreſſions, are nothing but bare-faced evaſions, or a cloak for your knavery, noways deſerving my attention. All that I have to add, is, that I have this day drawn on you for Rd. 570:- at 1. uſance, payable to John Albrecht. Will you anſwer it, after deducting your

pro-

provision and postage, then this affair, so discommendable for you, and disgreeable to me, will have an end: on the contrary, and according to your answer, I will take my measures. If you despise law-suits, as I do, you will chuse the easiest way, and oblige me greatly by so doing. This I expect from you, and remain.

Sir,

Your servant.

Letter 104th.

Sir,

As unwilling as I am to trouble any one with disagreeable commissions, yet, at this time I am obliged to write to you on that head. You have given me so many proofs of your friendship, in not being discouraged at my requests.

I have a small dispute with Mr. M— about Rd. 570:- which I remitted him about

about 4. months ago, for the account of Mr. N in Dresden, &c.

After exchanging several letters, I find that Mr. M— and Mr. N— plays both one card, endeavouring to enrich the latter, where he ought to have been our reciprocal and impartial commissioner, and to have obeyed both Mr. N— orders and mine. I am at last weary of writing, having address'd the inclos'd to him; it is not sealed, after you have read it, seal it, and deliver it to him, and produce the bill for 750. Rd. at 1. usance, payable to you. Providing he pays it, you may allow him his provision, and give him a receipt in full; but on a refusal, protest according to form. For I shall be obliged to go to law, to recover my money, and then the question is, whether I dare be troublesome to you, in putting it in execution. As then I will send you Mr. M's original letters, and if you judge it requisite, will add the merchants arbitrement, to enable you to proceed against him the more forcibly. If you would be so kind to give me your advise, how I could get my money after an easier way,

I shall

I ſhall look upon it as a new favour. I ſhall expect your anſwer with deſire.

The 12th inſtant I took the liberty to recommend Mr. Charles Martini to you. I need not deſire you to receive him well, as I know your philanthropy (or love of mankind;) let me rather return you thanks before hand, for the civility you will ſhew him. Should he want any money you may let him have 500:- Rd. on his receipt, which I will be anſwerable for.

Adieu, I recommend myſelf, and remain (without delay) yours &c.

to command.

Letter 105th

Sir,

Cuſtom has prevailed ſo far, as to recommend one friend to another, thence you will be kind enough to excuſe my addreſſing the bearer of this letter to you, Mr. Charles Martini from Coppenhagen.

The

The design of his travelling, is to get a personal acquaintance with the most eminent merchants, in the greatest trading towns in Germany, tendering them his service. You will be so kind, as to grant him your friendship, and assist him in his undertaking. As travelling may put one into and immediate want of some money, you may assist him for my account, if he demands any.

Farewel! Every opportunity of serving either you, or your friend, will be agreeable to me. I recommend you to God's mercy, and remain with usual esteem

Sir,

Your humble servant.

Letter 106th.

You mention'd me some time ago, that you would not receive the 50 barrels of raisins, sent from Mr. John Barthold of Malaga, by Capt. de Ruyter, to me for your ac-

account; but you would acquaint me with your intention, after the Captain's arrival. He is arrived safe. I am therefore in want of your immediate order, whether you will have the raisins or not.

Mr. Barthold has inclos'd a draft for ducats 300:- at 97. at 1½ usance, on you. If you take the 50 barrels of raisins, I shall expect your returning the bill accepted, and address'd for payment, as then you must credit my account for Bo. mk. 50. 10.- for the premium of insurance. Your answer will inform me of your intention.

I wish you joy of the approaching new-year, health and prosperity. May you, and all those you regard, live happily in the next, and may successive years, may all your endeavours be crowned with a happy issue.

I recommend myself to your favour &c.

Sir,

Your humble servant.

Letter

Letter 107th

Answer.

I am glad to hear of the arrival of Capt. de Ruyter, for the sake of Mr. Bartholds, but can not resolve to take the 50 barrels of raisins, for my own account. In my last I mention'd you the reason thereof. You may therefore obey his orders, concerning the same.

Inclosed I return you the bill for duc. 300:- with non acceptation, and he must answer the charges of insurance.

Mr. Nebeling in Amsterdam, informs of his having sent 4 barrels of tobacco to you, for my account. I do not know the captain's name. On his arrival, send them by open water to Lüneburg. Probably it will not happen before the spring, as I'm told the Elbe is frozen up.

I return you my sincerest thanks for your kind wish. I wish you the same, and more; may you always be happy and prosperous. I salute you very kindly, and remain &c.

Letter 108th

According to your order of 14th instant, the chests N°. 7, is sent to Mr. Christopher Becker at Lüneburg. I wish you may receive it safe! As soon as the Capt. has made up his accounts, I will send you the account-charges.

I have credited your account for the agio of Rd. 210:- on Mr. Lichtenscheid, at 4 per cent, with Rd. 8. 9½, or rather for the whole sum of Rd. 218. 9½.

What you mention concerning Rd. 100:- which you have been obliged to complain againſt some one in Dresden, is a thing I know nothing at all of; you have never mention'd any thing about it, neither does your letter inform me, whether all is paid or not. It is nevertheless necessary I should know it, as the herring were not sold for my account. I should be willing to balance with the owner, at the close of the year. Answer me soon. I send you my respects, and remain —

Letter 109d.

The Answer.

I have informed myself of your sending the chest No. 7. and credited my account-wares under you, for the same. Pray send me the account-charges, as soon as possible.

I have debited your account for the assignment on John Dietrich Lichtenscheid, conformable.

The remaining 100. Rd. came in yesterday. Please to excuse the unintelligibleness of my letter. I have been obliged to pay more fees, than my profit amounted to. I ought to have acquainted you sooner with it, if I had not been in hopes, of bringing it to a reconcilement, together with a multiplicity of business, on account of our present disturbance, prevented me from doing it. I know that my silence, cou'd be noways hurtful to you, as I mention'd, on sending the account sale, that I wou'd inform you, when the money was all come in. Which I have not done as yet.

By

By the next poſt I will ſend you the extract of your account current, that you may know, what you have to make good to your friends.

I remain with much eſteem &c.

Letter IIO^th

Sir,

As agreeable as your former letters have been to me, nevertheleſs your laſt of the 29^th of the proceeding month, was very grievous, in finding you ſo unfriendly towards me. You may be my judge, whether I have given you any reaſon for proceeding againſt me, in recovering a damage, that I can noways be blamed for. It is true I mention'd ſubmitting myſelf to your verdict, in hopes of your proceeding according to reaſon, and as you would have expected to be done by, if you had been accuſed of a miſtake unjuſtly, as I am. I am always ready to ſubmit a little to a friend, with whom I have held an agreeable correſ-

pondence, rather than looſe his friendſhip; but when too much is required, it hurts one ſenſibly.

You can not blame me, in not complying with your orders. I got the brandy gaged twice, according to your deſire, and the gagers not agreeing in the meaſure, is not my fault. What they ſaid, I was obliged to believe, as I cou'd not convince them to the contrary, neither was it my buſineſs. You Sir, believed me; ſo that believing on both ſides, turn'd out to our mutual disadvantage. But on getting an order to fill up the aumes, then I could eaſily perceive, how many quarters was wanting, to fill each caſk, which I cou'd not do, at the time of gaging.

If you look over my letter of 22d. July, you will find that I then mention'd: 2. *or* 3. *aumes are wanting in meaſure. It is well known that brandy conſumes itſelf greatly: let me know, if you do not find it requiſite, that I take one aume, and fill the others out of it, &c.* This I asked then. Could I do more, than direct you, how much I had your intereſt at heart? You was the owner. You was to give

orders,

orders, what was to be done, as I could not proceed at pleasure, with another man's goods, without having a great deal to answer for. I have done my duty, and nothing can strictly be laid to my charge. Put yourself in my case, and judge then how it must grieve me, to be attacked in such expressions, as was not to be expected from a friend and which I never could have presumed to come from you.

You further accuse me of a fault, which according to reason, ought to be charged to Mr. Bertram. If the Insurer at Amsterdam, is to make good the leakage, that exceeds 6. per cent. I am surprised that Mr. Bertram shou'd be content with $3\frac{1}{4}$ p. cent. The real deficiency in the brandy, or which is to be made good, is nothing but the leakage, and not that which the gager mentions. The real deficiency was first discovered, on filing up, neither can a gager be so exact in mensuration, as to leave no room for supposition, which may deceive. It has not only happened in this affair, no, I have known it take place before now.

If Mr. Bertram had ſtuck to his text, and demanded the average juſtly, the inſurer muſt have paid it: for, if he muſt pay the damage, why does he not pay the $6\frac{1}{4}$. p. cent? Is he not obliged to pay it, why does he offer $3\frac{1}{4}$ per cent? This teſtifies ſufficiently that the inſurer can not make himſelf free, otherwiſe he had no need, to pay the leaſt; or, am I obliged to make good, what Mr. Bertrams allows to be deducted? I think no one can demand the leaſt from me, if either juſtice or equity can take place, according to the law of nature. Conſider the whole together, and undoubtedly you will find me innocent. I expect it the more, as I cannot ſuppoſe, that you intend to bring me to trouble or expences.

Mr. Bertram ought once more to inſiſt of the inſurer to make the whole damage good. He had acknowledged himſelf debtor, either for leſs or more. He who binds himſelf to make good any kind of damage, muſt if any happens, make it good. Such a one is an inſurer. Is he obliged to make good a part thereof, ſo likewiſe the whole, and on his offering

to

to make good the first, testifies his being obliged to pay the last. Providing the propoſal be rightly laid open, it muſt have a good exit. Mr. Bertram, who had the goods inſured, is obliged to do it. If he will but take the pains, he can not fail meeting with ſucceſs.

In my laſt I explain'd to you the meaning of the Primage and Stade-toll, as alſo concerning the *Piemento*. Thence you will find, that I always uſe you with probity, which has, and always ſhall be my chief care.

Your bill for Rd. 400:- Banco in 6. weeks dated 17th Sept. on John James Smith, lie accepted in my hands, and will be deliverd on getting the ſecond.

I ſend you my beſt compliment, and remain, in expectation of a more favourable anſwer than your laſt,

Your humble ſervant.

P.S. On the departure of the poſt news arrives, that Capt. Mathew Wooding is ſafely got into the Elbe, from Bourdeaux;

on his coming up, I will receive your 20. hogsheads of wine, and send them by the way of Lüneburg. Farewel!

Letter IIIth.

Excuse my not answering your favour of the 2d. of last month. I was obliged to give you the required information myself, and a small jaunt has been the hindrance of it till now.

The Westphalia linen, sent to Spain and Portugal, is divided into several sorts; each of which I will acquaint you of.

The first sort is unbleached, commonly called Osnabruck linen. Consisting of long pieces of 60, 70, or 80. double ells, tied together with 2. dark blue strings, and marked with three crowns. There hangs one of the tips out of one end, on which the number of ells is stamped; adjacent to the crowns, you'll find several numbers, which signification belongs to their own country only. Though this linen is called Osnabrugs, it is nevertheless made at Braamse near Bremen.

This

This linen is sold by the 100. double ells, consisting of 100. Paris rods; which frequently sells for about 8. or 12. rixdollars Hambro' banco, according to the quality thereof. Which consists in its being fine, well wrought, and of a bleakish colour. One ought to be aware of fraud; as frequently pieces are found, where a few ells at one end, are fine, and well wrought, and further on, coarse and thin, which can only be discovered on opening all the folds. When the pieces turn out so, are said to be (*gekapt*) or sorted. The whitish colour proceeds from its being strowed over with lime, and afterwards beaten out again; which can not be done so clean, as not afterwards to remain dusty, on beating it with your open hand, thence one may know, whether it has been lim'd. The middle sort, and best middle sort, vends the best.

An other sort of Westphalia linnen, is called Bremer *stiege-linen.* Generally bleached in and about Bremen, from whence it takes its name. It is chiefly somewhat thinner than the before men-

tion'd unbleach'd linen ; tho' it ought not to be too thin, and the better it is bleached , the ſooner it meets with buyers. The *ſtieg* generally ſells for 4. or 5. mark Hambro banco , or 20. Bremer ells, which is frequently the length of the piece. There are ſome pieces of 30. ells, of which ſort 2. pieces are moſtly folded together, and entered for a double piece, to ſpare a little toll-money. This ſort of linen is made and bleach'd about Hildesheim; but retains the former name, and is moſtly 5 4^{ths} broad.

Weſtphalia produces another ſort, called Paderborn linen. This ſort is only 4 4^{ths} broad ; and not very vendable. Twenty ells generally ſell for about 4. mark banco. When this ſort is not expreſsly order'd, you will do well, in having nothing to do with it (beging your pardon).

If you chuſe to make uſe of me, either in buying , or providing you have it worked up in the country, I will be mindful of your intereſt ; one tryal will convince you thereof. I remain with as much eſteem, as prone to ſerve you &c.

Letter

Letter 112th.

Both your agreeable favours of 30th May and 15th past month, arrived safe.

I have credited your account for the 2d transport of copper, with L 13100:- current, agreeable to the account sent in. Concerning the departure of the 3d transport Mr. Clajus will inform you thereof; I am expecting the account.

The draft on me for L 5250:- 6 weeks after date, payable to Henry Oldenburg, is accepted. This bill is more advantageous to me than the former; thence I think it is my duty, to return you thanks for your kind affection.

Tho' I should endeavour to acknowledge your affection, by taking more copper from your hands, than is agreed on by contract, yet I cou'd not do it; as I'm inform'd Mr. Bertram at N— sells it to N— and for the better doing it, at such a price, providing I gain any thing, am not able to keep market with him.

But as the contract in Being mentions N—, as the chief place for my disposing thereof, and my greatest vendee is in that

place,

place, I therefore desire (your honour) you to establish my district for selling, entirely to myself, forbiding Mr. N— from vending any there. If this is not done, I remain uncertain, in disposing of the quantity contracted for, much less to think of taking a greater quantity of copper yearly.

It will be equal to you, whether you dispose of so much more copper to Mr. Bertram, or to me; but, if my selling-district, is not kept free, the one will endeavour to undersell the other, and the copper will fall into a decline, which in course of time, will be disadvantageous to you (your honour).

This is the reason that has detain'd me from ordering more tin; for if Mr. N— is not forbid selling in N—, I shall be obliged to use part of the *crude-copper* for forging, in order to get rid of it. But if I have the sole liberty of vending at N— I shall not only order more tin, but even exceed the fixed quantity of copper.

In expectation of your complying with my request, I have the honour to remain with respect &c.

Letter

Letter 113th.

An answer to the former.

Your agreeable favour of the 20th paſt, acq-iaints us, of your having credited our account with L 13100:- agreeable to account ſent, for the receiv'd tranſport of copper, out of our copper-ware-houſe.

You have no need to return us thanks for drawing for June term, which fell out to your advantage; it is our duty to be mindful of your intereſt, according to our prime promiſe.

We have ſent Mr. Bertram a ſmall quantity of our copper, according to order; but he complains very much of a dilatory ſale, and his laſt acquaints us, of having the whole quantity in his ware houſe, thence we cannot imagine, his having ſold any at N—. Be as it will, we will expreſsly acquaint him by this poſt, that he muſt deſiſt entirely from vending any in thoſe places allotted to you by agreement, on pain of being liable to make good all loſſes, ariſing from thence. Our being acquainted with this gentleman's honeſty,

gives

gives us reaſon to expect no more complaints on that head, from you.

On your being certain on that head, we hope to be favoured with a conſiderable order for copper-plates. It is now a time, that the work goes on briſkly, on account of plenty of water, and of being commodiously tranſported by water, to the place required. We therefore deſire you to take a reſolution accordingly.

Laſtly, we recommend ourſelves, and remain with real eſteem &c.

Letter 114th.

An anſwer to the former.

Yours of the 30th July acquaints me how matters ſtand with the ſale of Mr. Bertrams copper, which he had from you. You may very eaſily obſerve, out of former circumſtances, that this gentleman can not procure the mine direction, the wiſhed for advantage, which may be cauſed by lowering the price of the copper. I will further add, that when I have the ſole

ſole liberty of vending copper at N—, I will not only bring the lowered prices up again, prevent the like from happening any more, and raiſe the real worth thereof, with more effect, than when I fear the infringement of an other, to whom I muſt ſubmit. Several complaints againſt the bad working up of the copper, are come to hand, which cauſes me to make this obſervation.

I thankfully acknowledge your having acquainted Mr. Bertram to keep out of my allotted territory for ſelling copper. If he obſerves it, I will take a larger quantity every year, than the ſtipulated 1400. quintals, tho' not for the preſent year; as the 500. quintals ſent off laſt year, only arrived here in the beginning of April, of this year, hence I muſt make my account for 2000. quintals in all.

To teſtify my aſſiduity in diſpoſing of the copper, I hereby order

40. quintals in hammer'd plates, and
20. ditto in . . . ditto bottoms,

I deſire they may be well forged, and the workmen ordered to obſerve, that the plates and bottoms be worked up, free from

from cracks and holes. A great deal depends upon my getting them before the winter, to be uſed as ſoon as the froſt ſets in.

The bill you will draw on me in the middle of this month, ſhall as formerly be duly honour'd. For the reſt, I have the honour, to recommend myſelf to your favour, remaining (without delay) with a great deal of eſteem, &c.

Letter 115th.

Sir,

I find by your agreeable letter of 20th inſtant, that my laſt was too prolix. I wiſh you would convince me of the lawfulneſs of your complaint, by an anſwer, juſt as prolix; but inſtead of that, you refer me to things, wherein you ſuppoſe to have refulted me, tho' I find no ſuch thing in any of your letters. Every one of them is plain, that you intended to force me, without giving yourſelf any

further

further trouble, to convince me of my miſtake.

I have no inclination to enter into diſputes with you; I would rather avoid all manner of troubles, ariſing from ſelf-will or caprice. This you may have often obſerved, ſince I have had the honour to deal with you. Nevertheleſs I cannot chuſe but maintain, that, though you boaſt ſo very much of your friendſhip, I have been neceſſitated to abate more from the price agreed on, than to all my other friends with you. Whether ſuch is agreeable with an uninterreſted and real friendſhip, I leave you to judge.

Every judicious perſon can ſuppoſe no other, but that the complaints of your father and brother, are of your forming. They probably might have done better, in not refering thereto, as I then ſhould have had leſs ſuſpicion. I have ſold above 8000. ℔. of the ſame copper, you had, in your town, and can make it appear by every letter from that place, that every one has been content with it, and credited my account, without any diſpute. It is very extraordinary, that all the bad

amongſt it, ſhould fall into the hands of my near relations.

But to convince you that I eſteem your friendſhip more than you ſuppoſe, I give you free liberty, to demand what recompence your conſcience will allow of. I will grant it, tho' not as being convinced of an injuſtice, no, rather as a loſs, which I willingly undergo, for the ſake of love and peace, and on no other account whatſoever. I can demand no manner of ſatisfaction from the copper-mine-office, on ſo groundleſs a complaint as yours.

Farewel! I expect being favoured with a friendly and pleaſing anſwer. In expectation of which I remain with real eſteem.

Sir,

Yours affectionately.

Letter 116th.

Sir,

Being acquainted with the method of trade you propoſe, I thence take the liberty

liberty to wiſh you joy therewith, and pray God may bleſs all your undertakings, and proſper all your endeavours.

I likewiſe make you an offer of my beſt ſervices, in regard to trade, that may fall in your way here, eſpecially in forwarding your Engliſh Wares. You may be aſſured of my ſerving you cheap, uſing all means to promote your intereſt, and to make myſelf worthy of your entire truſt and confidence.

Mr. Nillers will be ſo kind to recommend me to you; and I ſhall be glad, if his interceſſion proves effectual, that I may often have an opportunity, of aſſuring you, with how much eſteem, I am now, and always will be,

Yours to command.

Letter 117th

Anſwer.

Sir,

You have had the kindneſs to offer your

ſervice to me, in a letter dated 2d. march. It is not from any diſtruſt of your honeſty, that I have hitherto made no uſe of the ſame. I do not chuſe to quit thoſe friends, which I have once made choice of in buſineſs, without a ſufficient cauſe, which is the reaſon of my not anſwering your kind favour ſooner.

But at preſent I have a diſpute with Mr. Foſs, of your place, who has been my commiſſioner hitherto, from thence I'm reſolved to withdraw all my buſineſs from him. I am determin'd to employ you for the future, in expectation, of your giving me no reaſon, to repent of my alteration.

In the firſt place, I muſt aſk you; if you will ſerve me faithfully and honeſtly, and at the approach of the marts, receiving the bills-of-lading and as things may fall out, acquaint me with the arrival of ſuch veſſels, as belong to me, with all imaginable expedition?

And: whether you have always good waggons at hand, that my goods may not be ſent in bad carriages and by-roads, but inſtantly loaded with you? This muſt

be

be ſtrictly obſerv'd, in regard to ſuch wares, as are deſign'd for this mart.

How are you accuſtom'd to do, in regard to what money you advance? do you let it ſtand from mart to mart, expecting a remittance?

As often as you write, muſt acquaint me with the courſe of exchange, becauſe I ſometimes buy bills according to the ſtate thereof?

I expect your anſwer, to all theſe queſtions, that I may take my meaſures accordingly. Adieu! I am willing to ſerve you here. I remain with much eſteem

Sir,

Your humble ſervant.

Letter 118th.

Both your agreeable letters of 15th, and 19th inſtant, came ſafe to hand.

According to the firſt, I have credited your account for L 2000:- and conformable to your advice with Banco mk.2315:-

I return you thanks for informing me with the price of crab eyes: and to make a tryal, I have ſent you per capt. Jacob Peterſen.

1. Caſk Nº. 1.

neat ℔. 1050. crabs-eyes. Incloſed you will find the bill of lading. On the arrival, diſpoſe of them to the beſt advantage, and as ſoon as poſſible; I will ſtint you nothing, being perſuaded my intereſt will be regarded by you.

The drafts from Mr. Jacob Arend, run 10. and 12. days after date; for which trifle I will charge you with no diſcount.

Captain Jahnſen is arrived; I am unloading the 8. bales Nº. 23. a 30. conſign'd to me, which I afterwards will forward to Mr. John Göltz at Frankfurt.

Your ſecond letter conveyed one for Mr. Clauſſen; which I had delivered, as I judge you ſafe, in regard to the ſtipulated ſum.

Your draft for

Banco mk. 3000:- at 1. uſance, on Salomon Herrmann, is already accepted. I expect the remittance in due time.

In-

Inclos'd you 'll receive a remittance for L 800:- ready-money, 8. days sight on Conrad Christian, please to procure the needful therewith, and on payment credit my account.

Mr. Leissner will have acquainted you to draw for 2000:- mk. Banco on me; he has agreed with me about its acceptation.

I have further the honour to remain &c.

Letter 119th

Your agreeable favour of the 5th past, brought us bill-of-lading and invoice for 80. last *) of corn, shipped on board the Moon, Capt. John Clasen, for your and our account.

As yet we cannot credit your account for the half amount of mk. 10240:- Our partner mentions the corn being bought to be delivered clear on board, even without provision on your part, tho' you

*) 1. Last of corn is 10. quarters. A last of pitch, tar, ashes, herrings & codfish is 10. barrels, of hides 12. dozen.

mention heavy charges in your account. For which reaſon we have ſent a copy, to the above mention'd Mr. Jaſpers, to ſee, if he and you agree together, thence, we will book nothing of this adventure, untill we get his anſwer.

We find you have drawn on us for Livres 9000:- at 3. uſance, in four bills, for our half ſhare of the amount. We ſhall honour the drafts, out of regard for you. We muſt own, it happens at a very inconvenient time, for us to advance money for corn, which may lie long on our hands, and at a time, when we are low in caſh, without any appearance, when the money will come in again.

We have received corn from more, places, which is all laid up in granaries in expectation of the price riſing againſt next winter. At preſent the price is 5½ to 6. livres, and no buyers, as our harveſt draws near, tho' it is to be fear'd, will ſuffer greatly, on account of the dry ſeaſon. Our cargo in partnerſhip, on board of Capt. Claaſſen, ſtands us in 6½ livres; which you may calculate yourſelf. Pray God he may deliver the corn dry

and

and in good condition; as then we will do our beſt.

But henceforth, we muſt make our enterprizes in corn, with more conſideration and diſcretion. It is a great fooliſhneſs, if the expreſſion may be uſed, to ſend us corn, when our own harveſt is at hand. It ought to have been here in April; as we deſired, and according to agreement made with you and our companion, then we could have expected to gain ſomething. Inſtead of which, nothing but damage can be expected, which can be large enough, if the corn arrives ſpoiled, or even heated, which is to be expected in this ſeaſon? This ought to have been obſerved at the beginning of ſuch a bad contrived undertaking. We are not in want of inſtances, where cargoes of corn have come, which the magiſtrates order'd to be thrown overboard, by which more than the primecoſt wou'd be loſt, for the freight muſt be paid, and the inſurers do not make the loſs good, arriving from damaged goods; which you certainly know. We hope for the beſt, expecting the veſſel with impatience.

The bill-of-lading mentions 36 *Schock* *) barrel-ſtaves; which you mention nothing of; Pray acquaint us for whoſe account they are?

Fare well! we remain with real eſteem &c.

Letter 120th

You are too good natured; your friendſhip is extraordinary, in ſaying, that you eſteem my very name, and therefore is ſcrupulous about burning my ſubſcription. I have received it back again. I return you thanks once more, for your trouble, which has had ſo good an effect, that Mr. N—has got my demand paid.

You ſay you are in my debt, but I can not find you in my books. Could I but once have an opportunity of giving you a large account therein. On your interceſſion dear friend, I am in buſineſs with Mr. Hirſchfeld; probably I may at laſt get ſome part of yours. I have kept half a

page

*) A *Schock* contains 60. pieces.

page open for you in my ledger, for above a year together, and as yet, but one line on each ſide. It is not right indeed, that they ſhould remain not written upon. If this account was filled, how I ſhou'd rejoice to give you a whole page.

I have as yet this to reply to yours of the 22^{d} june. If you will make me glad by a letter, which according to the old ſtile, is called, *writing over and above*, pray acquaint me, in what M^{r}. Carſten's buſineſs conſiſts, and whether any thing beſides commiſſions, is to be undertaken with him.

Fare well! Do give me an opportunity, of teſtifying how real my friendſhip is towards you. I remain, and no one with more ſincerity than your humble ſervant &c.

Letter 121^{ſt}.

What do you think of our remaining in your debt, for the 4 packs of fiſh, you bought for our account, as alſo not anſwering you letter of 25th September?

ber? Pray do not take it amiſs; we had entirely forgotten it. Why did you not diſpoſe of the money?

Our debt is, according to your forming Banco mk. 624.— Which we remit you in our note on Mr. Tobias Carſten Fleiſcher; you will be kind enough to demand payment, aboliſhing thereby the ſum you advanced.

We are obliged to you, both, for giving us credit, and for uſing us ſo well, and am always ready to ſerve you again. Do but command us, that we may have an opportunity of teſtifying, how deſirous we are to ſerve you. And remain with an eſteem that is not to be augmented &c.

Letter 122d.

Anſwer.

You need make no excuſe; It's good to have money in the hands of good payers, where one can depend on't, in time of need; thence it wou'd have been

im-

unreaſonable, to have dun'd you for ſo ſmall a trifle.

I have got payment for your note, and thankfully credited your account for banco mk. 624. —

It was my duty to ſerve you well, thence I can not accept of your thanks for ſo doing. I rather deſire you to give me more inducements, to repeat new demonſtrations, how much I take your intereſt at heart. I recommend myſelf thereto, and remain with honour, eſteem and a deſire to ſerve you, &c.

Letter 123d.

I am very glad, you have not drawn on me for 1000 Rd. banco for the account of Mr. Otto Paulſen. I can anſwer boldly to your demand; that as yet, I will accept nothing, for payments are very difficult.

It is no better here than with you; it will at laſt be difficult to pay any thing. It is ten days ago, that ſeveral merchants have left off paying, and to morrow ſeveral

others

others will unavoidably commence bankrupt, being preceeded by four who broke the ice. Thence trade is quite at a ſtand. Nothing is heard upon change, but who is turned bankrupt, and who is about to do it, and who ſuffers thereby: ſo ſtand matters with us.

Too much care can not be taken at a time ſo prejudicial to trade, to come off with honour; tho' this is not ſufficient, one ought to be mindful, of not being wilfully led into ſnares. Circumſtances are too evident, to juſtify ones ſelf afterwards. For which reaſon, you will excuſe my not allowing you to draw on me, much leſs my remitting you. You will find by the aforemention'd reaſons, that theſe meaſures do not proceed from any diſtruſt againſt Mr. Paulſen; he is too much in my eſteem, ever to harbour any ſuch thoughts; and what advantage will it either be to him or you, if I put myſelf to a non-plus, and at the time of payment, for you probably to get your bill return'd unpaid? What I have hitherto accepted, I am able to pay; but I

do

do not know, when more money will come in, to accompliſh more.

I wiſh you well! Pray God protect you againſt all dangers; as but a few will eſcape free. This is a ſtorm, by which trade muſt purify herſelf, of all vapours gathered ſince the commencement of peace. If it was but over. The 1000. Rixdollers will then come to rights. I remain with an uprightneſs known to you &c.

Letter 124th.

Sir,

Could I ever have imagin'd you could have thought ſo unreaſonable, as your letter of 22d. of laſt month, informs me you do, I wou'd indeed never have put pen to paper to ſerve you. It is all one to me, whether the ſuit at law, be loſt juſtly or unjuſtly, I have done my duty, and even more, to be ſerved in ſo mean ſpirited and unthankful a manner. As little authority as you have over the ſenti-

ments

ments and intention of a court, as little have I and others over the ſame; and thoſe who begin a law-ſuit, ought to imagine it will have a diſagrecable end. I have had your buſineſs carried on ſo, as to be able to anſwer for it, and am poſitive my lawyer has neglected nothing.

Did not I acquaint you at the beginning, that the refuſing to deliver the wild-ſaffron, would be to your diſadvantage? You commenced your own judge, you kept the wild-ſaffron as a pledge, and now you muſt try to pay your ſelf out of it. You mention its being worth nothing; if that's the caſe, why did you not return it? You had gain'd the law-ſuit, according to your opinion, becauſe the jew had nothing to diſcount with you.

I can not imagine, how you can take it into your head, to diſapprove of the ſentence. You ſuppoſe that I wou'd have expos'd myſelf to the ſhame, of having my goods ſeized on. Nothing uſe could have follow'd, on delaying the matter ſo long, as the jews were troubleſome to me every day, demanding their balance, which they had the ſame right to, as you had

to

to make good the damage, in case the law suit had been gain'd.

I am more surprized, that you have not answered my letter of 23d. September, before you wanted to pay money; then is the time to retract payment, or rather to disapprove of it. I had no need of your consent; the same power of attorney which you gave me, to manage your law-suit, authorized me likewise to fulfill the sentence of the court; if you did not chuse this, you ought to have demanded your power of attorney back again, on my account given you 23d. September; tho' it wou'd have been an unpardonable deed. Neither do I know, how long I am to apprehend you, as you express yourself in so odd a manner, causing me to wait two months for your answer. You may easily believe, that on account of the great scarcity of money, we have had for some months, I have not been forward in paying; tho' it must be done at last.

I have sent you the writings by this days stage; thence you'll see how your business is ended, and if you will act reasonably, you ought to pay my note for

Rd. 353:- in Louis d'ors, to M^r. Daniel Keller, without any further ado. I can not perceive, that I am obliged to be in advance a month longer.

But ſhould you thirſt after a new lawſuit, when the firſt is finiſhed, I muſt take it in good part, being determin'd, not to let the affair ſtand ſo long. Tho' it will be more agreeable for me, to correſpond with my friends in an amiable manner, than to make uſe of lawyers. In expectation of a favourable anſwer, I am as yet

Sir,

Your friend and ſervant.

Letter 125^th.

Sir,

We have referred acquainting you of the continuation of our eſteem, untill now. Probably we had not done

it

it now, if you had not been ſerviceable to us (tho' may be without your knowledge) again. We muſt return you thanks, for our being at preſent in company with Mr. Hildebrand. He propos'd it himſelf ſome time ago: you dear friend were the cauſe of it about a year ago. Receive therefore our ſincereſt thanks, for your manyfold favours, and friendſhips, ſhewn towards us, which can never enough be praiſed. Continue nevertheleſs to give us the continuation of your favours.

We believe, that we can be aſſured of it, and therefore take the liberty to trouble you with the inclos'd unſealed. Pleaſe to give it a reading, and deliver it, if you think good; but ſhould you find any thing dubious therein; you may burn it. We do not chuſe to enter into any uncertain affairs, will rather be content with little buſineſs. Your friendſhip will juſtify this propoſition; and to whom could we apply ourſelves, but to you?

Pray give us an opportunity of being ſerviceable to you. You have been ſo often uſeful to us, and always willing to be ſo,

and we are continually at a loſs, to ſhew onr real gratitude. Did it but ever fall into our way, how glad we ſhould be, of teſtifying more than ever, that we are with the moſt perfect eſteem, and moſt ſincere friendſhip, now and always

(Honoured) Sir,

your friend
and ſervant.

MORE EXTENSIVE MERCHANT'S PROJECTS.

BIBLIOTECA
WIELKOPOLSKA

I.

INSTRUCTIONS.

Letter 126th.

To N. N. Esquire.

Sir,

Mr. Oldenburg has made me acquainted with you. The reason of this letter will appear, on perusing the incloſed writings, thence I can be more brief here.

I have given Mr. Basta time enough, to bethink himself, tho' by all appearance, he will wait the deciſion of the law; I muſt reſolve, to it at laſt, tho' my aver-

sion against it is great, therefore take the liberty to recommend my r ght to your.

According to the inclosed account, my demand is Rd. 384:- in louis d'ors, at 5. Rd. each.

You will also find a blank-letter-of-attorney, which please to make use of, to my best advantage.

Should difficulties arise, I will get a prescript from the magistrate of this place to the regency at N—. It has been already promised me, tho' at the same time, I was advised to go the right way to work.

If Mr. Basta should not be sentenced to pay charges, I will order the same to be paid, together with your fees, and expences by Mr. Oldenburg.

I recommend you in the strongest terms to recover my demand. The sooner I get my advanced money, the more agreeable it will be.

I have the honour to remain

Sir,

Your most obedient and humble servant.

Minutes

Minutes of particulars.

Mr. Baſta has had a diſpute with a jew of this place, called Marcus, ſince the year 1758, about ſome wild-ſaffron, which the laſt bought for the account of the firſt, which did not fall out praiſe-worthy.

On Mr. Baſta's having conferred it to two merchants here, who could not make it up with the jew, in peaceable terms, he came to me the 5th march 1760, conferring the matter to me, with theſe words: *Endeavour to decide my buſineſs with the jew, either in good terms, or according to law.* As the jew would not treat on buſineſs, without firſt being ſhewn a letter-of-attorney, which I received from Mr. Baſta the 28th April, in blank, in which he mentions: *I hereby deſire you to enter a ſuit at law, and let the jew ſee that I am in earneſt.*

Accordingly I ſummon'd him before the preſident of the council, but he ſuppoſing, it might not fall out to his advantage, he applyed to the high court of judicature, where I muſt follow him, or rather, where I muſt ſue him at law.

Whereas the complaint was made, and the magiſtrate deſired to ſentence the jew to pay Mr. Baſta's demand of 200. Rd. and to take the wild-ſaffron back again, as unvendible goods. I employed lawyer N— who has the character of a good counſellor, ſerving his clients well.

During the courſe of this ſuit, Mr. Baſta commiſſion'd me to procure him a debt, due in Flensburg. The debtor made all ſorts of evaſions, and conſequently a lawſuit took place. It had a good effect, and the money was paid.

In the mean time the ſuit went on with the jew; and continuing'till the month of July 1761, the jew propoſed ſome tolerable means towards an agreement. I acquainted Mr. Baſta there with; who refuſed them peremptorily.

On the 1ſt. November the ſentence was ſpoke, which was: That Mr. Baſta ſhou'd keep the wild ſaffron, the jew ſhould balance accounts with him, no intereſt to take place, and each to bear their own expences. This decree did not pleaſe me, and could ſooner be called a ſtipulated agreement, than a decree; thence I appeal-

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ed to the high court of appeals, acquainting Mr. Basta, with what I had done, requesting his orders, whether I should execute the appeal, which as yet, could be annihilated on loosing the appeal-money.

On the 11th November he allow'd of the appeal, tho' in the first place, I had been so cautious, to send the manual-writings to a renown'd counsellor at N— and to get his opinion thereon; he put me in great hopes of a favourable decree. I sent Mr. Basta a copy of this letter, which also contained an opinion, that it would be hurtful, if Mr. Basta had not delivered the wild-saffron, as the jew disposed of it by reason of said complaint, hence it was, that the magistrate here, had grounded their decree, on the non-deliverance.

On the 7th September anno 1762, the law-suit began at N— and a decree passed conformable to the former. I acquainted Mr. Basta with it the 23d September, and gave him to understand, that nothing more could be done, but to settle accounts with the jew. I nevertheless retarded paying the balance of account, as long

as I cou'd, 'till the jew threatned me at laſt with law. Mr. Baſta ſent me no anſwer, I therefore paid the jew, and ſent Mr. Baſta my account the 9th December. It contain'd 353. Rixdollars in Louis d'Ors at 9. Rixdollars each, for which I gave a note on Mr. Daniel Keller.

Mr. Baſta, inſtead of payment, wrote me a very odd letter. He required *the writings, to look them over, to ſee what could be done further — Was ſurprized at my paying the jew*, without his advice — *The wild-ſaffron remaining for the jews account; he could get it by dint of law*, and the like. That was an anſwer to my letter of 23d Sept. which I ought to have had 6. weeks ſooner; and tho' it would have had no effect, ſtill the proceeding had been more regular.

I anſwered adequate according to the nature of the thing; I ſent him the writings, and expected payment; which did not follow; I deſired payment a ſecond time, on the 1ſt June, this year, inſtead of which Mr. Baſta gave my friend a very impertinent anſwer,

On

On ſuch circumſtances, and having given Mr. Baſta time enough to bethink himſelf, nothing more remains, but to recover my advanced money by law. I believe I have juſtice on my ſide: for

In the firſt place: I had no other information of this wrangling, but by letters and accounts; which I gave to my lawyer, with the inſtructions he wanted, which was the extent of my duty.

Secondly: I am none of thoſe, that can command the will and meaning of a court of juſtice. As ſoon as I, or any other deſire its aſſiſtance, even ſo muſt I be content, tho' its decree doth not pleaſe me. The power of appeal being then, the only juſt exception, which I did not neglect.

Thirdly: The power-of-attorney given me, to carry on the law-ſuit, authorized me alſo to effectuate the decree. It falling out, not according to expectation, I did not judge it requiſite, to acquaint my perpetrator with it (*without his advice*), as he expreſſes himſelf. I was the perſon, with whom the jew had to do with, and who was to ſatisfy him according to

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the contents of the decree. On the contrary, I ſhou'd have had no need for a new power of attorney, to have gain'd ſatisfaction from the jew, providing he had loſt the ſuit.

Fourthly: Mr. Baſta confirm'd the unlimitted power-of-attorney, which was ſufficient of itſelf, and in his letter of 14th May ſays: *In regard to the intereſt, coſts and charges, do as you will.* It is to be ſuppoſ'd, that a commiſſioner will always regard the intereſt of that perſon who commiſſions him, and more ſo, when he expects to make an inroad to a more extenſive buſineſs.

I am not in the leaſt doubtful, when this affair is nervously and ſtrongly repreſented before the court, of getting ſatisfaction, and Mr. Baſta be obliged to pay the account diſburſed, as here ſpecified with 384 Rd. and coſts. The intereſt is reckoned from that day the account was ſent in, and an aſſignment given; this can not be refus'd me, as the principal, from whence it proceeds, conſiſted in diſburſed ready money. If one could ſuppoſe many more ſuch unreaſonable

people

people as Mr. Basta, no one could take a commissioner amiss, on requiring bail, before he took any thing in hand.

Letter 127th

Your agreeble favour of 15th instant, informs me of your intended kindness, in procuring me payment from Mr. Benjamin Hönert. I return you my sincerest thanks for yonr kind offer. How glad I shall be, when this tedious affair is at an end, and how much will I be obliged to you for it.

To make you better acquainted with the whole, I have caused an historical instruction to be drawn up. Which I send you inclos'd, with other necessary papers.

I do not know how Mr. Hönert is inclin'd shou'd he not think fit to pay, in a fair way, you will want a power-of-attorney; which I will send as soon as you desire it. I have no more to mention. Your skill and ability will do more for me, than a more extensive instruction.

Farewel!

Farewel! I will live in hopes of an agreeable answer. I remain &c.

Instructions.

In the month of November 1755, Mr. John Meyer of London sent me, the inclos'd original bill, for L. 211:- sterling at 33. 8. p. flemish. Is banco mk. 2663. 14. on Mr. Benjamin Hönert in Bremen. He accepted it, addressing for payment to Mr. Peter Siemsen in Hamburg! On the day the draft became due, Mr. Siemsen refus'd payment; I waited the exspiration of the respite days, and no payment following, on the 20th December I had the bill protested for non-payment, as you will find more largely, by the inclos'd protest.

The protestation was no sooner done, but I received a letter from Mr. Hönert, dated the 29th December, promising me immediate payment. For that purpose, he sent me a note on Mr. Siemsen, together with two drafts for the Brunswick mart, containing.

Rixdollers 400:- Louis d'ors, on Lorenz.
" - 600:- - - Claasen.

I re-

I receiv'd 156. Rd. 12. gl. from Mr. Siemsen. I discounted the drafts. The first was paid, and only 200. Rd. towards the latter, and the remaining 400. Rd. was return'd with protest, which you 'll find inclos'd. Mr. Siemsen even acquainted me therewith, by a letter, dated Peina 13th February, this year and promised to send me money for the same.

On the 24th February I received a bill-of-exchange, for

Rixdollars 200:- current payable at the Leipsic mart, drawn by John Albrecht.

I refused to take it, as there's no paying or discounting bills in currency upon change. The 27th of the same month. I received another draft, for Rd. 500 - in louis d'ors, and on the 28th another, for Rd. 406:- in louis d'ors, both on Jacob Samuel Oelkers, payable at Leipsic — mart, drawn by the beforemention'd Hönert. His former bad behaviour, had made me so distrustful, that I looked on both drafts, as good for nothing; I sent them back again, only keeping that for 200. Rd. currency, which I sent to a friend in Leipsic, and was paid.

On the 10th March, I receiv'd the above-mention'd draft for Rd. 400:- again, assuring me in the strongest terms, that it wou'd be answer'd. I sent it to Leipsic. Instead of geting payment, needless protest-costs were made, as I had suppos'd. This I mention'd, on sending the protest, which his letter of 19. May testifies.

On the 26. May, I receiv'd another draft for Rd. 200:- currency, payable at the Naumburg mart, on James Willinck, which had the same fate. I return'd it, together with the protest, for him to apply to the drawer.

Lastly, on the 14. July, I got another draft for 370. mk. banco, on Mr. John Meyer in London himself. I sent it to be paid, though as the rest, it was returned with protest for non payment.

This is the true, and unexpected case of a regular merchant. I can make the whole appear out of my letters to him, and his answers. The last are inclos'd, being the originals. Notwithstanding all my letters, which contain'd the most expressive propositals, and tho' I have threatned him with the law, at the same time doing

every

every thing in my power, to rendering the payment easy: which has had no other effect, save that of needless correspondence, containing nothing but vain promises, and groundless lies.

According to the inclos'd account-current, my demand is banco mk. 825- Arising from an accepted bill, the account is just, and subject to no exceptions. Shou'd you be obliged to make use of a lawyer, he must allow of no exceptions, but must ground the law-suit on the acceptation of the bill, which is an acknowledgement of the debt. Should Mr. Hönert (contrary to my opinion) propose any presumed exceptions, then the action must be referred to a counter-complaint, and I give bail.

But it will not go that length. A judge skilled in the statute-law concerning bills of exchange, will admit of no exceptions. I would not be allow'd of here; as the acceptation of a bill, makes all exceptions void.

Inclos'd you 'll receive 17. of Mr. Honert's original letters. The draft on himself for L 211:- with the protest &c.

II.

AN ARBITREMENT:

OR

ARBITRATION IN DISPUTES.

Letter 128th.

According to promise, I send you here inclos'd the arbitrement I receiv'd, with the verdict of some of the most principal merchants of this place. The case is critical; several refus'd to put down their opinion. I have added mine to the rest; tho' it is of no great weight, I hope it will be of no hindrance. I am glad they all say, justice is on your side, I hope the affair will now end well.

Adieu! I remain always ready to serve You. &c.

Species Facti.

Sempronius orders 2. chests of linen with Cajus, desiring the same to be sent to Titus in Hambro', to be further dispos'd of, as he thinks fit. Both chests are sent away, numbered $\frac{20}{21}$ in one pack, to Titus at Hambro', by the way of Luneburg. At the same time Cajus sends 4. other chests, in 2. packs, N^{os} $\frac{16}{17}$ & $\frac{18}{19}$ to Flavius at Hambro', by the way of Luneburg, ordering the same to be shipped for Lisbon, to his friends, as mention'd.

The packs arrive at Hambro'. Both Titus and Flavius acquaint the owners therewith, as also with their having shipped them off. Titus likewise mentions his having sent the pack N^{o} $\frac{20}{21}$ instead of $\frac{18}{19}$ per Cap^{t}. Claasen to Sempronius in London. Flavius also informs at the same time, of an error having happened, in his sending the pack $\frac{16}{17}$ & $\frac{20}{21}$ per Cap^{t}. Land to Lisbon; they both agree, of their having not known of the mistake, untill their being shipped away, that they both had used all possible means, to have the good debarked, but it was impossible.

Cajus anſwered immediately. Ordering Titus to get the packs No. $\frac{18}{19}$ which was ſent to London by a miſtake, to be forwarded inſtantly to Lisbon; as the contents were not vendible in England. He ordered Flavius alſo, to ſend the packs No. $\frac{20}{21}$ from Lisbon to London, to Sempronius, who in reaſon required his goods, which had been ordered, and moſtly paid for to Cajus.

Flavius writ to Lisbon. Acquainted the receiver of the packs No. $\frac{20}{21}$ with the miſtake. Capt. Lund's arrival in the Tagus, was known before he got up to Lisbon, and a boat was ſent to meet him with a meſſage; but to no effect; The packs were ſtow'd ſo deep in the hold, that they could not be come at. The maſter ſail'd with the whole cargo to the toll, after which, the damage was no otherway retrievable, but by loſing 25. p. cent exportation.

In the mean while God viſited Lisbon with that great misfortune, which chang'd it into a heap of rubbiſh. Amongſt the goods burnt in the cuſtom-houſe, the pack

No. $\frac{20}{21}$ sent thither by a mistake, was also found to augment the loss.

Sempronius as owner and orderer of this misfortunate pack, required a restitution of the value from Cajus; he, who was ignorant of the mistake, had acted only as a commissioner; refers Sempronius to his *Spediteur* *) Titus. He will have nothing to do with him. His excuse is founded, on his having remedied this mistake, by sending the pack No. $\frac{18}{19}$ to the right place. Flavius judges likewise, that the misfortune at Lisbon, can not be laid to his charge, consequently has no need to make good the loss.

Hence the question in dispute is: *Who shall make good the loss?* and an impartial arbitrement is desired.

Arbitrement, or answer.

If Cajus had written the bill-of-lading right, the mistake lies on the Spediteurs Titus and Flavius, in not taking due regard to the packs and numbers they

*) Only used in Germany, and signifies a commissioner, factor or agent.

receiv'd. We are therefore of opinion, that they are lyable to make good the whole loſs, occaſion'd at Lisbon together with all charges, without the leaſt reſiſtance. We believe alſo, that by ſuch a misfortune, as that at Lisbon, a conſideration ought to be made, and even may be demanded. Thence Cajus and Sempronius ought to indemnify the loſs by an unreſerv'd and voluntary gift. Altona the 15th May 1756—.

A. B. & Company.

If the Lüneburg Spediteur made no miſtake in obeying Cajus's orders, in ſending the packs away, or in their addreſs; then undoubtedly Titus and Flavius are to be blam'd for the fault, conſequently obliged, without any oppoſition, to make the loſs good. Hambro' 18th May 1756—

J. P. H.

I likewiſe agree with the above opinion. Hambro' 19th May 1756—

F. C. W.

Since

Since Cajus obeyed Sempronius's orders, in ſending the goods to him, as alſo thoſe deſigned for Lisbon, without making any miſtake, conſequently the loſs ſuſtain'd, has been occaſion'd by the Hamburger *Spediteur*; thence my opinion is, that they ought to make good the loſs, except the beſpeaker and forwarder of the goods, in conſequence of the univerſal misfortune of Lisbon, were willing to bear a part of the loſs. Altona the 23d. May 1756.

B. v. M—

Cajus who ſent the goods away, muſt be free'd from all coſt and charges, according to the tenor of the whole. Sempronius as ſufferer, has a right to have the loſs made up, for the pack conſumed by fire, which loſs muſt be recompenſed by the active, or efficient cauſe; conſiſting in Titus and Flavius, who has an equal ſhare in the miſtake committed. If either the one or the other, had but obſerv'd the numbers they receiv'd, probably the miſtake in ſhipping, and conſequently the loſs ſuſtain'd, would not have happned.

Sempronius being a foreigner, I am not aware, how he can be expected to ſuffer for a loſs, cauſ'd by the imprudence of an other. The loſing an opportunity, and the lying dead of advanced money, makes a kind of loſs, which a merchant may take into conſideration. Hence Sempronius muſt not be compelled to any thing, if he chuſes to make the loſs more ſupportable, ought to be looked upon as a ſpieces of humanity, conſequently arbitrarious. — Altona 24th May 1756.

J. C. M.—

Letter 129th

At laſt, I can ſend you the arbitrement again. After, much difficulty, ſome few have added their opinion to it. It is a very ſingular circumſtance, conſequently the deciſion more difficult. Several accidents may change the affair greatly, and that which has all appearance of right, may become wrong.

The whole has been inſured by C; and according to the inclos'd account appears,

his

his having paid 7. or 7½ p. c. which is a great deal. A broker might by chance have been with C. on his receiving your order, to whom he committed the insurance, and who bargain'd before change-time, or, was it in the afternoon, bargain'd before the next day's change. It is even possible that C. run the risk himself, which if that's the case, B. might have had no inclination thereto, or on the other hand, the ship might have been full, consequently, on his broker, endeavouring to get insurance, no one would sign, which often happens, especially in the dangerous winter months.

Supposing the case to be judged in this light, then it appears quite otherwise, as if B. was accused of negligence in his business &c.

Minutes of Particulars.

A— receives advise from Peterborrough, that a vessel is sail'd for Lubeck, in which he has for 2900. Rd. wares. He writes on one and the same day to Amsterdam, desiring A. and B. to get insured for his account,

account, the firſt 1900. Rd. and the laſt 1000. Rd. without making agreement concerning the præmium, as may be ſeen in the annexed papers *a* and *b*. The poſt-office here, teſtify the letters departing at one and the ſame time.

C. mentions as per annexed paper *d*, that he has got the mention'd 1000. Rd. inſured; but in the contrary B. mentions as per annexed paper *e* that he could not obtain inſurance for the 1900 Rd. as no one would ſign on that ſhip, without receiving an unaccountable præmium.

A few days after receiving theſe letters, news arives from Lübeck, that the aforemention'd ſhip' is loſt, with the whole cargo.

As A. had deſired bod B. and C. to uſe all poſſible means to get inſurance; without fixing either of them to a certain præmium; and both letters departing on one day; and B. geting inſurance, but not C. the laſt is therefore the cauſe of the loſs, which he might have prevented: hence ariſes the queſtion: *whether he is not obliged to make it good?*

Notes.

Notes.

a. Abſtract of a letter from A. to B. in Amſterdam, 16th Decembr. 1756.

Mr. Frederic Chriſtopher Göltz of Peterborrow, mentions the 14th Novemb. O. S. that he . . . . . on board the . . . . bound for . Lubeck, for which pleaſe to get inſurance for, 1900. Rd. acquainting me with the neceſſary.

b. Abſtract of a letter from A. to B. in Amſterdam 16th Decembr. 1756.

on board the . . . for . . . from Petersborrow to Lubeck, deſireing you to get inſurance for 1000 Rd. I can acquaint you that maſter ſail'd the 13th Novemb. O. S.

c. Copy of the Poſt-office's Teſtimony On the 16th Decemb. 1756. two letters from Mr. A. of this place, went from hence to Amſterdam, one directed to Mr. B. the other to Mr. C. inclos'd in the mail of that day No. 100 and 101. per riding poſt, by the way of Cleve. With a teſtify on requeſt.

. . . February 1ſt 1757.

Royal Poſt-office.

d. Ab-

d. Abstract of Mr. C's letter to Mr. A. Amsterdam 22d. Decemb. 1756.

According to your order I have got the 1000. Rd. insured, on Capt. . . . at L. 2600:- current, with all expences. Inclos'd you'll get the account, amounting to L. 210:- cassa, which please to credit my account for. &c.

e. Abstract of Mr. B—'s letter to Mr. A. Amsterdam 23d. Decembr. 1756.

I have not been able to get insurance on Capt. — . . . . No body will sign for the 1900 Rd. without a præmium be paid, which I can not answer for, &c.

Questions.

Which are to be answer'd, before the Arbitrement can be granted.

(1.)

"Whether a commissioner is obliged to "execute the commissions sent him, or "whether he can let them alone unexecu-

ted,

"ted, without being answerable for so "doing, on his instantly reporting the "same, as B— did, in answering the first "post.

(2.)

"Whether B— who probably had but a "bad opinion of the Capt. and Ship, and "for the sake of a poor provision, was "unwilling to get a bad name by the in-"surer. This objection is grounded on "the advanced season, and dangerous voy-"age from Peterborrow to Lübeck —

(3.)

"Whether A— who has corresponded "for a long while with B— and in the "greatest harmony and concord, has any "thing to fear, in not giving an uncom-"mon præmium for insurance?

Answers to the Questions, as also a nearer explanation to the disputes in hand.

(1.)

(1.)

A. has corresponded for 18 years together with B. and all his Russian wares have been insured by him, during the last 8 years. B— had offered his service thereto in the beginning, and never refused a commission of that kind: thence he was obliged, to have fulfilled this order, as C— did at the same time. It ought further to be considered, that B— did not really say he could not, or give a reason why he would not, only mentioning, that the *insurance could not be bad*, &c. for which he is less pardonable; as A— had not tied him to any fixed præmium, though C—'s commission was of the same nature, and performed.

(2.)

From the time of the ship's loss, to that of the receiving the order, Mr. B— could not have had any bad opinion thereof, to have prevented him from getting the insurance performed, according to the Amsterdammer statute of insurance. Consequent-

fequently the loſs can not be laid to his charge.

(3.)

Since B— has correſponded for above 18. years with A— and in the courſe of that time, had no diſputes about inſurance; ſince the firſt deſired the other to get inſurance in the beſt manner, not limiting him to any præmium: thence B— could be the more ſure, of not falling into any diſputes about it.

This I thought proper to mention, to the queſtions, thence expecting a ſentence which can not be rejected.

Arbitrements.

The underwritten are of opinion that A— will get nothing from B— according to law, for not effectuating the given order, for inſurance.

Hamburg . . . .

J. L.
M. F.

"According to my opinion, B— is in ſome meaſure to blame, in not performing the deſired inſurance for A—, as he neither mention'd the unaccountable high præmium, nor demanded new orders. He is more to blame, becauſe on ſending the orders, mention was made, of the ſhip having put to ſea the 13th November, which was the order ſent to C— alſo; of which note A— makes no mention.

"Hamburg . . . .

S. R—

"By reaſon of A— not mentioning B— that the veſſel was already ſail'd from Petersborrow, and B— anſwering by the firſt poſt, that the inſurance could be had no otherwiſe, than at an uncommon præmium: hence the loſs can not be laid to B—'s charge; unleſs the ſtatute on that head (if any) oblige the commiſſioner to get inſurance, at any rate, and that the perſon deſiring it, muſt be content with ſuch proceedings. It is very poſſible that C— got inſurance at 7. or 8. per cent; but that does not condemn B—, nor on account of the firſt geting the ſtart of the

latter,

latter, probably he might have been the insurer himself. Altona . . .

B. v. M.

According to my opinion A— himself laid the foundation, why B— did not perform the required insurance, in his letter of 16th December. The advanced season, when storms and tempests generally happen, together with other circumstances, making the voyage from Peterborrow to Lubeck vastly dangerous, thence an insurer is inticed to demand extraordinary præmiums; and the more so, as B— could give him no information of the ship's departure. Those, whose business is in insurances, know very well, what depends on a ship lying in the port, where she took in her cargo? whether gone to sea? how long at sea? and what more. B—, could answer to none of these questions. Not being acquainted with these particulars, ought to be look'd upon, as the chief reason, of his geting no insurance, and C— was informed with the requisite information. Consequently A— must bear the loss himself, having no

right to demand a requital from B— who is not obliged to pay him any thing.

Altona . . . .

C. K—

III.

PETITIONS.

Letter 130th.

My last of 24th instant acquainted you with the bankrupey of Mr. N— of this place, since which am favour'd with none of yours. I suppose my letter came safe; I am sorry to confirm said contents!

Having in the mean time got a copy of the petition, which Mr. N— deliver'd to the magistrates of this place, as also to his creditors, which I send you inclos'd. The contents will acquaint you with his circumstances, which for your sake, I can but call them bad enough. He does but offer 10. p. c. The greatest part of his cre-

creditors here, have consented. I see no probability of his stock being augmented, thence you will be obliged to comply with his offer also. I shall want a power-of-attorney, to sign for you, and in your name &c.

The Petition.

P. P.

At this present juncture, when trade and traffick greatly diminishes, is in a manner sufficient to justify my decay in commerce. Your superiour knowledge in business, will therefore deign to protect me, though I could give no other reasons for the source of my misfortune.

Misfortunes are sometimes heaped together, by an unavoidable destiny, having found out a place for the resistance of her fury. Alas! I am become such a sacrifice. Every thing that an unfortunate merchant can experience has increased upon me, to such a degree, and, has at last plunged me into a very pitiful condition. I therefore beg for protection. The sorrowful

echo of my misfortune, which will preſs tears of ſhame and trouble from my eyes, the days I have to live; will probably place me amongſt the diſreſpectful number of premeditated cheats, and blaſt my reputation to all eternity — Theſe will crave help and protection for me, and excite my creditors with compaſſion.

(The cauſe of bankrupcy is mention'd here.)

Such a trick falſe fortune plaid me; cauſing me at laſt to give way to her rage, and to throw myſelf into the arms of my gracious magiſtrate, expecting under their protection, the determination of my creditors. For this protection, and for the commiſeration of the magiſtrate, I crave protection for the ſpace of three months, to prevent the public ſhame of impriſonment, on account of my exchange debts.

For which purpoſe, I deliver you an exact account of my real ſtock, my debts, and what monies are due to me, according to a mandate publiſhed 7th Jan. 1724. For the truth of which, I am ready to make affidavit, and in a few days to bring it into a better form. I further promiſe

as an honeſt, though misfortunate man, to do every thing in my power, that may tend to the profit, or leſſening of my creditor's loſſes. God is my witneſs! I can depart from hence, in peace and quietneſs, undergo the ſtrokes of fate patiently, and gladly embrace my calamity, in a full aſſurance of having wronged no one of his due — No, not I; croſs deſtinity has done it. God grant that providence may reſtore their loſſes a hundred fold!

This is the real and ſincere language of an innocent offender. On granting me a warranty, my total deſtruction will be avoided; it even will prove ſerviceable to my creditors. I once more beg it may be granted. On my requeſt being allowed, my diſtreſs of mind will be leſſened, and my gratitude always remain

I remain with reverence

Your &c.

Leipſic —.

moſt obedient &c.

N's propoſal and requeſt, to his creditors at the next coming eaſter mart, for paying 10. *per cent.*

Gentlemen (Meſſieurs,)

It is with trembling I put pen to paper, to acquaint you with the circumſtances of an unfortunate man. The conſequence appears terrible to me, that I muſt acquaint my kind creditors with loſs and damage, inſtead of returning thanks for all former aſſiſtance — Oh fatal muſt! which afflicts me in the moſt cruel manner. Yes Gentlemen, inſtead of payment, I muſt repreſent you with a plan of my ruined condition, and offer you no more than — dare I mention it? — no more, than 10. p. cent. —

How juſt wou'd the zeal of my gentlemen creditors be, in reſenting me with the moſt reproachful colours, if any one could accuſe me with negligence in the management of my buſineſs, or of prodigality in my way of living. However,

every

every one that knows me, as alſo my own conſcience, muſt in juſtice and equity, pronounce me blameleſs; which will remain my comfort, in the exceſs of my pitiable misfortune.

Juſt as one does not leave a wounded perſon upon the ſtreet, to be rid over, or killed tho' in a hopeleſs condition, but rather takes compaſſion on him, raiſes him from the ground, and gives him comfort and aſſiſtance: I even hope for the ſame, as a perſon involved in debts, by misfortunes, to meet with the generoſity and fellow-feeling of my creditors; which I really expect.

I therefore reſign my whole eſtate, or inheritance, lands and tenements to my creditors, and all and every thing that I am poſſeſſed of, without any exception, as ſpecified in the adjoin'd liſt *letter A.* Was it but ſufficient to pacify you! But after deducting 2229. Rd. 15. gl. bad debts, only

1374. Rd. 19. gl.—

and the ſum my creditors demand from me is

93200. Rixdollers 9. gl.

thence appears, that when 10. per cent is paid from the whole, only 444.Rd.9.gl. will remain for my spouse, who brought me 1500. Rd. and who had a right to the whole by law. Out of love and regard for me, she will be content with that, which her own hand writing testifies.

The 10. p. c. offered, shall be paid next easter-mart, all in one payment, on receiving a receipt, and on delivering the bills in hand back again, which I hereby promise, in the most faithful and solemn manner.

As I am in the very flower of my age, probably providence may, after having undergone the painful hours of calamity, smile on me again; and bless me: then I further promising, according to the goodness and bounty of my worthy creditors, to contribute as much as my new stock will allow, towards discharging the whole-- I will do it with gladness and pleasure! — I will send up my prayers to heaven, day and night, to become prosperous, and to testify demonstratively my honesty towards you — Will he leave my supplication

un-

unregarded? no! he will bleſs me for your ſakes.

Permit worthy gentlemen, that the moſt feeling and ſenſible love of your noble ſpirits, may act towards me. Aſſiſt me by your agreeing to my propoſals; Your conſent will lay the foundation towards my new inſtauration, and put me in a way, of geting my bread again. Thence you'll become the preſerver of my ſpouſe, and the fathers of my children, acknowledged as ſuch, both by me and mine, and always honoured and bleſſed by that denomination. United we pray for your preſervation; united we pray for your welfare and providence, and for proſperity and ſucceſs in all your undertakings.

I remain with the moſt perfect eſteem.

Gentlemen

Leipſic the —

your moſt obedient
humble ſervant.

A

A Petition for a Subsidiary.

The Right Honourable The Magistrates —

My Lords,

I hope Your Lordship's will be pleased to condescend, in remembering that I am the impowered person, in regard to a law-suit between Mr. A— and Mr. B— concerning 800. Rd. decided in your laudable court; that I have carried on said suit by my lawyer, before this laudable court, as also before the court of appeals, in the best form and manner possible.

Your Lordship's will also be pleas'd to remember, that Mr. A— was sentenced, to settle accounts with Mr. B— for which reason I appealed to the court-of-appeals. Where the sentence given here was ratified and confirmed, thence the case was concluded; and I settled accounts with Mr. B— paying him what was his due.

Accor-

Accordingly I communicated him a bill of account, of all my disbursement, amounting to 350 Rd. as per inclos'd note No. 1. desiring a restauration of my money.

According to law and equity, and conformable to the contents of my letter-of-attorney, produced to this laudable court, Mr. A— obliged himself to indemnify me, and especially by the clause *sub hypotheca bonorum.* Thence I made myself pretty sure to gain my disbursement, but instead of which, he detains my whole demand, upon a groundless pretence, that the decree was unjust, which may be seen by the note No. 2.

As it is none of my business, either to enquire into it, or judge of it, I have sued him at law, in order to gain my disburs'd money; but, by all appearance, the court of justice at N— has no inclination to compel him to do it, since I have been able to do nothing for 3 months together.

I am therefore necessitated to crave Your Lordship's juridical assistance, desiring you will be so gracious to grant a prescript may be sent to the magistrate at N— the

contents to be, that they order Mr. A— to pay me my demand, together with expences of about 5 Rd. without any further delay.

I need not acquaint your Lordship's, that my conduct and accounts, can not be censured by another jurisdiction. Should Mr. A— make any objections, that I had not sufficiently attended to the contents of the power of attorney, or transgress'd it, or against my accounts, as then, after payment of my demand, I will submit myself to be either sentenced, or acquitted by this laudable court of justice.

I flatter myself with Your Lordship's condescention to my request, remain with the most perfect obedience and esteem

My Lord's

Your Lordship's

Bremen 20th Novemb. 1764.

most humble and most obedient servant.

IV.

LETTERS OF ATTORNEY.

Letter 131th.

Being an answer to the 130th.

This day eight days, I answered your information of the bankrupcy of Mr. N— Since which am favour'd with yours, with the copy of his petition, and propofal of paying 10. per cent. His propofal is indeed very bad. I have ſcarcely correſponded a year, with him, I have ſcarcely gain'd a few hundred mark by him; and muſt now looſe it again by thouſands — But what ſhall I do — ! I muſt be content with his other creditors.

Why did you not write ſomething in his favour? — Why did you not ſay, Mr. N— is to be pitied, in order to excite me to have compaſſion with him? Indeed, I pity his misfortune; though my loſs thereby is very ſenſible, as long as I am

a man,

a man, as long as I'm a merchant, I muſt pity him, and endeavour to raiſe him up again. The ties of ſociety oblige me to do it, which I ought to comply with.

Incloſed I ſend you an extract of his account-current — deliver it, at the place appointed. You will find thereby, that my demand is Rd. 2640: — I muſt be content with what I can get.

The power-of-attorney you require, is incloſed. It wou'd be needleſs, to deſire you to make uſe of it, to my intereſt. I am convinced it's committed to the charge of a worthy friend, which is you; thence I need ſay no more towards its being duly regarded, as my demand is in your hands, and what you do, I ſhall be content with &c.

Power-of-Attorney for Mr. A. C— concerning my demand of Rd. 2640: — from Mr. N— under the ſtature of bankrupcy.

I under-written do by theſe preſents impower Mr. A. C— to act for me and in my name, in an affair of bankrupcy committed

mitted by Mr. N— to do every thing which he judges requiſite and neceſſary towards my intereſt, in ſhort to act as he thinks fit, without any kind of reſtriction, reſtraint or limitation. By virtue of this Letter-of-attorney, I will acknowledge the ſigning of his name, without any contradiction, as my own, and indemnify him in every thing, if either coſtor charges, ſhould ariſe in the courſe of his transactions, concerning my demand on Mr. N— or, on any thing elſe thereon depending. All this I acknowledge, requiring all to whom it may concern, to regard Mr. A. C— as my authorized and lawful Attorney, and receive his ſignature, ſubſcription or hand-writing, as my own.

Altona 25th Auguſt 1767.

(L. S.)

Selmer Kock —

V.

CONTRACTS

OR

AGREEMENTS.

An Agreement of Copartnership.

We under-written, viz. John Lembke on the one hand, and Jacob Thabor on the other, do by these presents authorize and impower, all and every part or parts of this agreement in company, constituted and appointed by us, into the 12 following articles, viz.

Art. 1.

First: We have unanimously agreed to furnish a stock, consisting in ready money, debts and merchandizes of 100,000. Rd. 20,000. Rd. to be destinated for paying our creditors, and intereſt for cash borrow'd the remaining 80,000. Rd. to remain in trade, and to be made use of no otherwise.

Ac-

According to the firſt article, I John Lembke have furniſhed 60,000. Rd. or 3-5ths, of the whole, and I Jacob Thaber 2-5ths, or 40,000. Rd. each agreeable to the adjoined Inventory, or liſt of caſh, debts and wares. Hence we have reciprocally discharged each other, agreeable to which, all exceptions and objections, are void and of no effect, be of what denomination they will.

(L. S.)

John Lembke's

receipt for 40,000. Rd. to T. T.

(L. S.)

Jacob Thaber's

receipt for 60,000. Rd. to J. L.

Art. 2.

Each party ſhall have the liberty, to take a certain ſum of money and goods

out of the ſtock in trade, and firſt, I John Lembke 3000. Rd. or the value thereof, and I Jacob Thabor 2000. Rd. or the value thereof. Shou'd either party have occaſion for more money, than the ſpecified ſum, it muſt be paid him, provided it can be done, without weakening the trading-ſtock. Which ſum muſt be return'd in 12. monſths time, with the uſual intereſt.

Art. 3.

All debts introduced by either party, are to be received ſo, that the perſon who introduces them into the trading-ſtock, is to ſtand bail for 6. years together. Providing ſome of the reſtant debts, ſhould not be anſwer'd, in the above time of 6. years, to be repaid by that party from whence they came. in current money. Was the ſum enter'd out at uſe, the intereſt to be paid alſo, but if not, no intereſt to be paid. If in caſe, new writings ſhould be received by us, in the ſpace of 6. years, for any of the old debts, thence the enterer thereof, is made free

from

from his bail, neither need he be anſwerable any more. On the contrary, ſhould any of the debts be paid in part, the enterer is not freed from his bail, but remains anſwerable for the reſt.

Art. 4.

The direction of this trade in company, ſhall be transacted by us both in community, &c.

The above mention'd 12. articles have been prudently conſidered by us. We further bind ourſelves reciprocally, to obſerve faithfully and ſincerely, all the articles contain'd in this preſent agreement, nor are they to be infringed directly or indirectly, by the reſpective parties. We abdicate all exceptions or objections, bounties, freedoms, eccleſiaſtical and human laws, abridgements, protections, and in ſhort every thing, that may tend to the advantage of the one, or disadvantage of the other. And for the more effectuating the ſame, we have ſigned this agreement, with our hands,

and have caused the seal of our arms to be put thereto.

Done at Altona the 20th March 1757.

(L. S.) John Lembke.

(L. S.) Jacob Thabor.

An Agreement concerning a particular trading-Company.

Know all men by these presents, that a particular trading-company is erected between Mr. John Peter Yung, on the one side, and Mr. Charles George Esch, on the other, for trading in Iron, on the following conditions, fixed and concluded.

In the first place: this trading-company shall commence, immediately after the signing of these presents and to traffick in nothing but iron, tho' more especially in iron-bars, cut-iron, short-bars and hoop-iron.

Secondly,

Secondly: Mr. Esch engages himself to furnish all the necessary forges, for said iron, and to acquaint Mr. Yung, with such dealers, as he can sell his iron to. On the contrary.

Thirdly: Mr. Yung binds himself to advance, or pay down 4. or 5000. Rd. which will be required, according to calculation, to drive on said trade, and for which no interest is to be paid. Providing more money shou'd be wanted, in the progress of this trading-company, 4. or 5. per cent to be paid for the same.

Fourthly: It is resolved, that this iron-trade be carried on, in the name of Mr. Yung, as payer and receiver of all monies, consequently to keep the books, accounts and correspondence, to act in foreign sales, all bills-of-exchange, bills-of-lading notes or assignments to run in his name, and to be sign'd by him. But

Fifthly: In such a manner, that Mr. Esch may look over the correspondence, when he chuses, and take care of the purchase or buying in, till such times as Mr. Yung has acquired the necessary experience. But more especially, each con-

tracting party, binds himſelf to maintain this and the former 4th article, in the moſt conſcientious manner.

Sixthly: Is reſolved, that the books and accounts be kept at Mr. Yung's own expences; but with this proviſo, that at the balance of every year's end, a ſpecial account be delivered to Mr. Eſch.

Seventhly: The preſuppoſed gain or profit, or contrary to our opinions, the loſs or damage, ſhall be ſhared half and half, on balancing the annual accounts; on this condition, that Mr. Eſch's ſhare be paid him, on his giving a receipt for the ſame.

Eighthly: This agreement, formed by a mature deliberation on both ſides, ſhall remain in full force and virtue, for ſix years together, to commence the day it was ſigned, unretractable; unleſs, either one or other of the parties ſhould die: ſhou'd this unexpectedly take place, the agreement to be no longer binding, but the dividends exactly diſtributed. Should the heirs think fit to make a new agreement, to be look'd upon, as having no manner,

manner of attachment with the preſent one.

Laſtly; Each party binds ſhimſelf, to keep and maintain this preſent agreement uncorrupted and inviolable, totally renouncing all kinds and forms of law, which through miſtake, and not wilfully. may appear in ſaid articles. In witneſs whereof, this agreement is drawn doul·le, ſign'd, ſeal'd and exchanged. Frankfort the —

(L. S.) John Peter Yung.

and the other

(L. S.) Charles George Eſch.

Agreement concerning an aſſociable company.

Since Sir George — and Mr. Jacob Clauſius, have agreed together, to begin to trade in company, and for each others ſecurity, have agreed as follows, &c.

That this preſent agreement be drawn up, and the company conſiſt in

The firſt place: In the following, who ſhall have the under mention'd ſums advanced them, &c.

to Mr. A— at M— Rd. 3000:-
to Mr. B— & C— at Rd. 1000:.
to Mr. C— at O— 1000:-

Total . . Rd. 5000:-

in Hamburger bank money; that is, to the firſt, on a ſufficient furniſhment of copper, and to both the laſt, according to the courſe of buſineſs, and retarded remittances. Thence is bound

Secondly: Sir George — binds himſelf to furniſh the Rd. 5000: — banco, either in ready caſh, all at once, or in ſuch a manner, as Mr. Clauſius ſhall require it, that he may be enabled, to pay ſuch goods as have been purchaſ'd for this trade, and anſwer the bills thereon depending, at the time appointed. In conſequence of which Sir George — was

Thirdly:

Thirdly: To regard thoſe people, to whom the money has been advanced, as his own proper debtors, and all the warehouſe-goods, as his own proper pawn, and in caſe of neceſſity, to act therewith, according to the ſtatute of mortgages.

Fourthly: Mr. Clauſius obliges himſelf, to carry on ſaid buſineſs, according to the beſt of his knowledge, and conſcience for the profit and advantage of both ſides, to keep the accounts faithfully, and at the year's end, to make up an exact balance of the whole, ſo, as to make oath thereon, if required.

Fifthly: Though Mr. Clauſius has no need to advance money, of Sir George any right to take intereſt for his, nevertheleſs the profit to be devided, half and half, and paid at the years end, without any abatement.

Sixthly: The contracting parties place an entire confidence in each other, and Sir George — has offer'd to bear ſuch loſſes, alone, which can not immediately be laid to Mr. Clauſius's charge, through negligence, or miſtake; but, in order to make the latter more precautions and

diligent,

diligeut, it is agreed on, that the 1--4th part of all loſſes, which may happen, fall to his charge.

Seventhly: If either of the parties ſhould think fit to diſſolve the partnerſhip, he muſt give warning 6 months beforehand. Should this be done by Sir George —, and Mr. Clauſius can make it appear, that it is impoſſible for him to get all reſtant debts in, againſt that time he ſhall be obliged to pay ½ per cent per month, for all remaining debts and to uſe all means to get them in. But ſhou'd Mr. Clauſius reſign, he is obliged to return the whole advanced ſum, before the expiration of the 6 months.

Laſtly: According to the 3d. article, Sir George — can act againſt every thing belonging to this trade in company, according to the ſtatute of mortgages, and for his better ſecurity, Mr. Clauſius binds himſelf and all that he has.

Done at &c —

An Agreement of Separation.

By virtue of these presents, between Mr. A— Mr. B— and Mr. C— concerning a trading company erected the 24 March 1752, and to continue for the space of ten years, in the city of Leipsic; but said gentlemen, not finding it convenient, to continue said company any longer; have resolved to separate, annihilate the same, in manner and form following. viz.

I.

Mr. A— and Mr. C— declare, how they give up, resign and yield their trade to Mr. B—, together with all active and passive debts, mercantile materials, or implements, of what kind soever, either in Leipsic, Franckfort, Naumberg, Brunsvic or in any other place; that he may assume, usurp and lay claim to all and every part thereof, as is his own real property, and from this date, recover any kind of debts in his own name, and to transact in every respect, according to his own free will and pleasure.

2. The

2.

The resigning gentlemen, Mr. A— and Mr. B— oblige themselves further, that from this day on, they have nothing to do with said branch of trade; that they will receive no payments, or contract any debts, here or elsewhere, on account of said trade, either separately or combined; that nothing be attributed to Mr. B— which is not specified in these presents, and particularly stipulated in these articles of separation, and either deliver'd to him in part, or regulated in the writings.

3.

Mr. A— and Mr. C— bind themselves further to become bail, to Mr. B— for the truth and justness of the nominated debts, whether active or passive, untill the next *Jubilate-mart*, and no longer.

4.

On which account Mr. B— must pay to Mr. A— and Mr. C— the sum of twenty thousand

thouſand rixdollars, on ſigning this Contract of ſeparation 10,000 Rd. on the approaching *Jubilate-mart* 5000, and the remaining 5000 Rd. the next following *Michels-mart*, the ſame year, &c.

Done at Leipſic the 23d. February 1757.

(L. S.) A.

——— B.

——— C.

An Agreement, between a Merchant, and his Clerk.

This day, being the 10th of February 1757 Is agreed on, between John Richter, merchant and trader of this city, on the one hand, and Matthew Kock, merchant's clerck, on the other, as follows, &c.

The above mention'd Matthew Kock, binds himſelf for the ſpace of four years together, to commence the 1ſt of this preſent month of March 1757, and con-

tinue

tinue untill the 1ſt of February 1761, as a merchant's clerk to me John Richter. He alſo obliges himſelf to be honeſt, active and diligent, during ſaid time, to execute and perform all kinds of commercial occupations, committed to him, with care and induſtry, obſerving my intereſt in every thing, to the extent of his power, and to prevent every thing that may tend to my loſs; on pain of forfeiting his all.

In requital of which, I John Richter promiſe to him Matthew Kock, not only meat, drink, waſhing and lodging, for his ſervice, but likewiſe, to pay him without any reſtriction, the ſum of one hundred rixdollars per annum, for the two firſt years, and for the two laſt, each one hundred and fifty rixdollars.

Providing either the one or the other, ſhould think proper to change, on the expiration of the ſaid term of 4 years; is obliged to make it known 6 months before the agreement is ended.

For the more ſtrengthening and confirming the contents of this agreement, each party has ſigned the ſame, and cauſed the ſeal of their arms to be put thereto.

Franckfort, the day and year above written 1757.

(L. S.) John Richter.

(L. S.) Matthew Kock.

Agreement of an Apprentice-ſhip.

Since Mr. Chriſtian Arnold in Altona, has agreed with Mr. Fredric William Manschaf in Hanover, to take his ſon John Manschaf apprentice, by which occaſion the following is agreed on, and for the ſecurity thereof, this preſent contract is drawn.

Firſt: John Manschaf binds himſelf apprentice from the 1ſt of May 1760, to the 1ſt of May 1765, and thus 5. years together, to Mr. Arnold or his heirs, or ſucceſſor in trade and commerce, during which time to behave ſoberly, faithfully and ſincerely, indefatigable in all kinds of mercantile buſineſs, intruſted to his charge, to divulge no ſecrets, that may prove to his maſters disadvantage, but to

promote his intereſt as much as in him lies, and prevent his loſs. To which

Secondly: Mr. Arnold as principal binds himſelf for the continuation of 5. years, to give his ſaid apprentice, meat, drink, waſhing and lodging, at his own table, and in his own houſe; to promote him in the paths of piety and godlineſs, and to give him ſuch inſtructions in trade and commerce, that at the expiration of his years of apprentice-ſhip, he may engage himſelf as a well qualified clerk, in ſome other counting-houſe, to which his preſent maiter (according to his behaviour) offers to recommend and aſſiſt him.

Thirdly: Mr. Manſchaf obliges himſelf, to find his ſon with apparel, during the 5. years of his apprentice-ſhip, and beſides that to pay for the three firſt years 200. Rd. Hamburger banco, apprentice-money, one half on ſigning this agreement, and the remaining 100. Rd. at the end of the 3d. year. The aforeſaid, alſo ſtands bail for his ſon's honeſty, in a bond of 1000. Rd. banco.

On

On the termination of the 5. years of apprentice-ſhip, all obligations ceaſe. Should either of the parties be inclinable, to make a new agreement, by mutual conſent; to be dome, according to juſtice and equity. And for the more effectuating the ſame, this contract is drawn double, and properly ſigned and ſeal'd.

Altona and Franckfort the 10th April 1760.

VI.

A BOND OR OBLIGATION.

An Obligation for money lent on Wares.

I under-written acknowledge, that Mr. Claus Preuſs has advanced, and paid

me down in ready money the sum of one thousand Rixdollars. I therefore promise to pay him, or the lawful owner of this obligation, within the space of three months, the above mention'd 1000. Rd. together with 3. per cent interest per month; and, until the accomplishment of which, I bind myself and all my goods, nothing excepted; and for the greater security thereof, I have given the said

A. P. 1. barrel of Indigo No. 10. &c. as a pawn, or safety.

Shou'd it happen, contrary to my opinion, that I could not return the principal and interest, at the time appointed, my creditor has then full power to dispose of the pawn, according to reason, without any further ado; and to pay himself both principal, interest and expences arising from the sale thereof. — However, with this reservation, that the surplus, be returned to me again.

In regard to taking care of the pawn, Mr. Claus Preiss, can act therewith, as with his own, and on taking due care thereof, if perchance it shou'd be destroy'd

by fire, water or otherwiſe, to be noways anſwerable for the ſame. In witneſs hereof I have ſign'd this obligation.

Hambro' the —

A Counter-bond, which may be demanded on pledging goods.

I acknowledge to have receiv'd from Mr. Antony Erich, a barrel of Indigo, weighing eight hundred ℔. tare, as a pledge for one thouſand Rixdollars bank-money, I lent him; which ſaid barrel of indigo, I promiſe to deliver to him, or the producer of this note, on being paid the above mention'd principal and intereſt for 3. months, undeniably. And for the more ſecurity hereof, I have ſign'd this note.

Hambro' the —

A Common Bond.

I under-written do acknowledge by theſe preſents, for me, my heirs and aſſigns,

to have this 20th of January 1765, receiv'd from Mr. Peter Jacobſen of this town, two thouſand Rixdollars current money, on intereſt, renouncing all exceptions, of every kind and denomination.

I alſo bind and oblige myſelf to pay 5. per cent intereſt for the above mention'd 2000. Rd. daniſh currency, per annum, to the aforeſaid creditor, his heirs, or poſſeſſor of this obligation, commencing this date, without any reſtraint or expences; as alſo to return the ſaid 2000. Rd. on warning being given by either party, half a year before hand: To which end I renounce all manner of exceptions, evaſions and gratifications whatſoever, by pledging all my preſent and future poſſeſſions, be where they will, until this whole debt be paid and diſcharged.

In witneſs of the truth, and for ſecurity's ſake, I have ſigned and ſealed theſe preſents, with my own hand.

Done at Altona 20th January 1763.

VII.

CESSIONS.

A ceſſion, or reſigning a legacy.

I under-written acknowledge to be indebted to Mr. John Otto, the ſum of one thouſand Rixdollars, in conſequence of a bond, bearing date the 30th January 1762, as yet one thouſand mark, beſides intereſt not yet paid, thence a ſuit at law is entered againſt me, to prevent which, and towards paying my debt, I hereby reſign and yield up to Mr. John Otto, 1000. mk. banco, out of a legacy, left me by my deceaſ'd father Mr. — or the value thereof in current money.

I therefore quit, yield and reſign, in the beſt manner and form, according to law, 1000. mk. or the real value thereof, to Mr. John Otto, ſo, that he has full power and authority to receive ſo much, out of my deceaſ'd father's inheritance,

belonging to my portion, without any further conſent from me, having expreſsly impowered him ſo to do.

In witneſs whereof, and exempt from all and every kind of exceptions and gratifications, I have ſigned and ſealed theſe preſents.

Hamburg the —

Ceſſion of a debt.

As Mr. Jacob Eberhard has been indebted to me for three years together, for wares ſold, money lent, principal and intereſt, the ſum of twelvehundred and forty Rixdollars, in louis d'ors, at five Rixdollars each, according to the inclos'd account, and my circumſtances not permitting me to recover ſaid debt myſelf, have reſolved to commit it to the care of Mr. Ernſt Roode.

I therefore impower ſaid Mr. Roode, by virtue of this ceſſion, to act as he thinks fit, with my creditor Mr. Eberhard, concerning the aforeſaid ſum; to come to

friend-

friendly terms with him, and fix times for payment, otherwiſe to ſue him at law, in ſhort, to act as if it was his own, and as he may think proper: For which reaſon, and without any mental reſervation, claim or pretenſion, reſign and quit ſaid demand according to law; however with this clauſe, that I remain bail no longer, than ſix months from this date; ſhou'd Mr. Roode, either by negligence in geting payment, ſuſtain any loſs, or otherwiſe, I am not to be anſwerable for it, he muſt undergo the loſs himſelf.

Laſtly: I do hereby certify, that Mr. Ernſt Roode has this day paid me the value of the 1240. Rd. reſigned to him, after having firſt deducted 6. per cent, for advancing the money, and expences which may ariſe in geting payment, hence I have no further demand on him.

In witneſs whereof, I have drawn this Ceſſion and Inſtrument of reſignation, ſigned it with my own hand, and put the ſeal of my arms thereto.

Done at Altona the 10th day of Auguſt 1767.

VIII.

A MORTIFICATION'S RECOGNISANCE,

CONCERNING A LOST (DOCUMENT) WRITING.

I underwritten do certify, for me, and in my name, my heirs and aſſigns, that on this day Mr. John Krebs has paid me one thouſand mark, with intereſt, daniſh currency, which I lent him the 1ſt. May, laſt year; hence I am obliged to return him his bond and obligation again.

But by ſome miſtake or other, unknown to me, his bond is loſt, and after diligent ſearching, can not be found; for which reaſon, I bind myſelf, if peradventure it ſhou'd be found, to deliver it to the ſaid Mr. Krebs.

But in order to free Mr. Krebs, from any further demand, about the 1000. marks, lawfully paid and discharged, I do by this preſent recognition, quit, free and discharge him, from this very hour, and declare the aforeſaid bond or obligation to be void and of no effect: to that neither I, my heirs, adminiſtrators, or aſſigns, nor any future poſſeſſor of ſaid bond or obligation, ſhall have any right to demand payment, either now, or any other time to come.

All and every magiſtrate, judge, or courts of law, are deſired not to allow any law-ſuit to commence, concerning the above mention'd bond or obligation, againſt Mr. Krebs, or his heirs; but rather, on producing this inſtrument, to ſecure him againſt all demands, on that occaſion.

In witneſs whereof, I have ſigned this mortification-recogniſance, with my own hand, &c.

IX.

A GENERAL RECEIPT FOR A BANKRUPT.

We under-written acknowledge by theſe preſents, to have received from Mr. N— the juſt and lawful ſum agreed on, for us and for our friends; in conſequence of an agreement made and perform'd; on which account, we grant him a receipt, ſign'd by our own hands, renouncing all and every form of debt, for us and for our friends, according to the ſtricteſt letter of the law.

At the ſame time, we renounce both for us and for our friends, by virtue of a letter-of-attorney, from every demand given into the recorders office, againſt the aforeſaid Mr. N— after the proclamation had been iſſued, to be void and of no

effect, being willing that the writ againſt him ceaſe, and all his books of accounts, and other effects, not only be reſtored, but that he be put into the lawful poſſeſſion thereof, and to have a free diſpoſition over the ſame, without any limitation.

Altona the 29th Auguſt 1767.

EIGENTHUM DER STADT
AUGSBURG

This day se'nnight sun set Virgo.

Wholesaleman - } marchand engros.
wholesaledealer }

Ingot, un lingot.

Virtue's an ingot of Peruvian gold,
Sense the bright ore, Potosis mines unfold;
But Temper's image must their use create,
And give these precious metals sterling
weight.

Ze.

Mary

BSB Bayerische StaatsBibliothek
MDZ Münchener DigitalisierungsZentrum Digitale Bibliothek

May, Johann Carl, / Smith, George. / Cramer, Johann Heinrich,

John Charles May's Commercial-Letters According To Professor Gellert's Rvles

Bremen 1768

Augsburg, Staats- und Stadtbibliothek -- H 1474
urn:nbn:de:bvb:12-bsb11252202-9
VD18 12501263